

Tillamook's Famous Cheese!

Three and a Half Million Pounds Manufactured Last Year VALUED at \$550,000.

The dairymen had another successful and highly profitable business last year with another bumper output of over 3,500,000 pounds of Tillamook's Famous Cheese manufactured and every pound of it found a ready market at top prices, which sold for \$550,000. Output last year was about the same as the previous year, but with the opening up of the country now that the railroad is complete and in operation, much of the uncleared land—there are thousands of acres of it—will be turned into valuable dairy farms by new settlers. It is safe to say that in a few years Tillamook County will manufacture \$1,000,000 worth of cheese annually and all of it will find a ready market, for Tillamook cheese has obtained a remarkably wide and high reputation. To give some idea how profitable the industry is in this county, the average price paid last year for 100 pounds of milk was about \$1.30 and from 35c. to 36c. per pound for butter fat. There are about 30 large cheese factories in the county, a large proportion of which are located in the center of the county. The next largest number of cheese factories are to be found in the rich and fertile Nestucca Valleys, where about one third of the cheese is manufactured, and which is capable of doubling that amount of cheese as soon as the large dairy farms are divided up. It is in the Nestucca Valley where Mr. Charles Ray operates several factories and turns out a superior quality of cheese. Nehalem is gradually pushing ahead in the dairy industry, and it will not be many years before the cheese factories in the north part of the county will be multiplied, for there is much uncleared land in that section admirably adapted for dairying.

The natural grasses, the cool summer breezes blowing from the Pacific ocean, the mountain streams which flow through its valleys, the salty atmosphere, the never failing rains—all these combine to make this county the "Dairyman's Paradise," for, no matter how cold and severe in winter or dry and hot in summer the weather may be in other parts of the Northwest, meadows keep green the year round in Tillamook County, affording an abundance of green feed for the dairy herds even through the summer months, for there is but slight variation in the temperature in summer and winter. It is owing to these climatic conditions that it is possible to produce in this county cheese of better quality, finer flavor and better keeping qualities than in almost any other portion of the United States.

Other important features which have helped to make dairying successful and profitable are the fact that a crop failure is unknown in Tillamook County, and that blizzards, cyclones, zero weather, droughts and intense heat are also unknown here.

2,430,626 lbs. CHEESE INSPECTED.
Small Proportion of Poor Quality at the Twelve Factories where the Cheese is Graded.

The Tillamook County Creamery Association is composed of twelve of the Co-operative Associations, which was organized in 1908 for the purpose of turning out a uniform grade and superior quality of cheese, as well as a pure, wholesome dairy product. It was an experiment, but sufficient co-operative associations were progressive enough to go into it, with the result that the Association was fortunate in securing the services of Mr. F. W. Christensen to supervise the making, the grading and the inspection of cheese. The experiment turned out a gigantic success, so much so that the reputation of Tillamook cheese is more firmly established, with the dealers all wanting inspected cheese in preference to that which is not inspected. The twelve factories in the association keeps one inspector busy, and should more of the co-operative factories decide to go into the association, it will be necessary to employ another inspector. The inspection and grading of Tillamook cheese have come to stay, for it is fully demonstrated that a superior quality of cheese is placed on the market by the method now adopted, and factories which produce cheese below the grade established by the inspector are not able to command the price of inspected cheese. The aim of the association was to turn out a superior quality of cheese, and it has proved successful in its efforts, for at no time in the history of the dairying industry in Tillamook County have the grade been as high as it is today. Thanks to the progressive dairymen who started the system of supervision of factories and the grading of cheese. We give below Secretary Haberlach's and Inspector Christensen's report:

To the Directors and Stockholders of Tillamook County Creamery Ass'n.
 Following is my report as secretary of your association for 1911:
 The association inspected a total of 2,430,626 pounds of cheese of the 1911 make, being divided among the following twelve factories:
 Maple Leaf Creamery 441,423 lbs.
 The Tillamook Creamery 430,485 lbs.
 Fairview Dairy Association 375,057 lbs.
 South Prairie Creamery 229,115 lbs.
 Three Rivers Creamery 217,547 lbs.
 Clover Leaf Creamery 185,862 lbs.
 Long Prairie Creamery 131,495 lbs.
 Elwood Creamery Company 124,029 lbs.
 Cold Springs Cheese Co. 112,010 lbs.
 Central Co-op. Creamery 69,930 lbs.
 East Beaver Cheese Co. 67,209 lbs.
 Pleasant Valley Cheese Company 43,400 lbs.
 The association made a charge of 1-10 cent per pound cheese made at the above factories for the year, making a total of \$1,300.38. There was a balance on hand at last report of \$321.91. The receipts for the season, \$1,282.56. Return from convention outlay, \$30.50. Total, \$1,624.97.
 Disbursements: Paid for printing, \$12.00; paid cheese inspector, \$1,350.00; telegram to Oregon senators, \$2.50; paid secretary, \$30.00;

State corporation tax, \$10.00; outlay account convention, \$20.50; banner for convention, \$3.50; balance in treasury, \$206.47; total, \$1,624.97.
 There is also due the association for balance of 1911, \$77.82.
 We have received numerous letters attesting to the improved quality of Tillamook cheese since taking up the inspecting and grading of Tillamook cheese. We find that the trade appreciates and grades of uniform quality. Last season the inspected cheese was practically 93 per cent of the cheese sold by me.
 Respectfully submitted,
 CARL HABERLACH, Secretary.

To the Tillamook County Creamery Association:
 I submit the following report of cheese inspected for the year 1911.

	Flats.	Y.A.	Triplets.
Maple Leaf Creamery	0	192	18,396
The Tillamook Creamery	2	224	17,228
Fairview Dairy Association	0	329	15,489
South Prairie Creamery	0	376	9,438
Three Rivers Creamery	0	311	8,828
Clover Leaf Creamery	0	326	7,581
Long Prairie Creamery	0	82	5,420
Elwood Creamery	0	591	4,955
Cold Springs Cheese Co.	0	60	4,034
Central Co-op. Creamery	0	38	2,891
East Beaver Cheese Co.	0	168	2,476
Pleasant Valley Creamery	0	1,065	1,373
Total	6	4,762	98,749

The above figures show an increase, equal to 8,250 triplets over the 1910.
 Of the cheese inspected, 77 Y.A. and 971 triplets were of poor quality, which is over a fourth less than the preceding year. Considering the unfavorable weather for making cheese during July and August, I consider the showing good.

About half the loss in quality was caused by the milk being in bad condition and some of it is traceable to second day milk which also affects the yield.
 The practice of delivering second day milk is regulated at most of the factories and those where it is allowed would profit by doing likewise.
 It is gratifying to note the improvements being made at several different factories, which afford better facilities for making and curing the cheese.
 Respectfully,
 F. W. CHRISTENSEN, Inspector.

CARL HABERLACH'S REPORT. Handles 2,619,229 lbs. of Cheese, Valued at \$358,206.29.

Following is a report covering some of my work for eighteen factories for which I acted as secretary during the year 1911:
 Total milk received, 24,131,802 lbs.
 Total cheese manufactured, 2,619,229 lbs.
 Total boxes cheese sold, 36,691.
 Total butter fat, 932,852 lbs.
 Amount received for cheese, \$358,206.29.
 Average received for cheese, 13.676 cents per lb.
 Average yield, 10.85 lbs. of cheese per 100 lbs. milk.
 Average of 2.81 lbs. of cheese made per lb. of butter fat.
 Average butter fat in milk 3.865 per cent.
 Receipts of milk and value of product and lbs. of cheese for the several factories are as follows:

Name of Factory.	Pounds of Milk.	Pounds of Cheese.	Amount.
Tillamook Creamery	3,937,717	436,485	\$59,638.53
Maple Leaf Creamery	4,073,300	441,423	60,624.45
Fairview Dairy Ass'n.	3,440,500	375,057	51,365.39
South Prairie Creamery	2,118,198	229,115	31,226.53
Three Rivers Creamery	1,906,914	217,547	29,858.28
Clover Leaf Creamery	1,690,763	185,862	25,477.46
Elwood Creamery Co.	1,183,090	124,029	16,880.61
Long Prairie Creamery	1,204,728	131,495	18,115.49
Cold Springs Cheese Factory	1,035,046	112,010	15,369.37
Central Co-op. Creamery	642,662	67,209	9,236.75
East Beaver Cheese Co.	639,028	67,209	9,236.75
Pleasant Valley	386,197	40,406	5,543.79
Nehalem Dairy Ass'n. (Est.)	470,000	47,702	5,845.27
Alder Vale Creamery	405,786	42,853	5,827.40
Moler Creamery	303,363	32,930	4,794.00
Jackson & Saling	295,500	31,303	4,267.56
Netarts Creamery	148,731	16,154	2,193.50
Sand Lake Creamery	160,699	17,357	2,282.28
Total	24,131,802	2,619,229	\$358,206.29

From present indications cheese prices will be good the first part of 1912 as the market is practically bare of all kinds of cheese. We have sold cheese this date at 20 cents Tillamook, the highest price ever received for triplet cheese in Tillamook.
 CARL HABERLACH.
 February 19th, 1912.

GRADED CHEESE IS IN GREAT DEMAND.

Brings Top Prices and Gives the Best Satisfaction to Dealers.

Those who are in a position to give some valuable information concerning Tillamook cheese are the jobbers and dealers, for they soon ascertain the merits and demerits of all kinds of cheese placed on the markets, whether it is Eastern or Tillamook. It is, however, gratifying to know that the jobbers and those who handle Tillamook cheese are unanimous in their praise as to the excellent article and uniform quality of the home product which came under the supervision and had the o.k. stamp of the local inspector. One thing above all others that keeps Tillamook cheese at the top market price is the excellent quality of the inspected cheese, so much so that some dealers will not handle Tillamook cheese unless it comes from factories embraced in those which are under the supervision of an inspector. They claim that the inspected cheese has the past few years have given general satisfaction because of its superior and

uniform quality, and the great demand for cheese from the inspected factories is proof that the different co-operative factories did a wise thing when they combined and employed an experienced cheesemaker to supervise the making and the grading of the cheese. There is no disputing the fact that prices have been kept at the highest mark on account of it, with a correspondingly good demand for Tillamook inspected cheese, in fact, the demand is greater than the supply, for several thousand cases of Tillamook cheese would be snapped up like so many hot cakes if this county had that much cheese on hand. But last year's product is all disposed of and the dealers are hungry and anxious to get hold of this year's product, simply on account of the excellent quality and satisfaction it is giving as a high grade and superior article. A large number of letters have been received from dealers, all of whom speak in the highest praise of the inspected cheese, and for those who are interested in dairying, we will publish a few extracts from different parts of the country:

Portland Jobber Well Pleased.

"As you are aware, we have had less trouble with Tillamook Cheese since same has been inspected than at any previous time. It has been our experience that the tendency of

the cheese-maker, if he happens to have a few Cheese that are a little off, is to mix same in cases with good Cheese, hoping that the poor Cheese will pass without being detected. In fact we would not feel justified in paying as much for Cheese that has not been inspected, as we would if carefully inspected by an expert cheese-maker, disinterested in the product except in so far as to see that only a first-class article is sent out from Tillamook. We think any factory discontinuing inspection will make a mistake."

Excellent, says Los Angeles.

"This also reminds us that in our three years' dealings with you, you have never lost a dollar on the Los Angeles trade, which is not a bad record.

We presume that you have nothing at all to offer at present or you would have been sending us down a few cases. Would like to know how your pastures look and when you think you will begin to make cheese in sufficient quantities to furnish us with a few small shipments. Los Angeles is going to run very short on Oregon cheese before the 1st of April, and we hope you will have something for us to offer in the early part of March, if possible. In this connection, we want to say that the quality of your cheese during the past season has been excellent, which, we presume, is due, in a large measure, to the careful inspection that we understand is made in Tillamook county factories. We think that plan is, beyond question, most wise and beneficial in building up a permanent reputation for your goods. This is so because it tends to make all factories careful in their manufacturing and any goods that are not up to the standard should not be sold as first-class goods. This is the way they do in Wisconsin and New York and your Tillamook county goods come in direct competition with these states. We hope the inspection will continue and be enforced, and that even a still better quality of goods may be shown the coming season. Tillamook county goods have a fine reputation in this section, and we hope that you and your factories will do all in your power to keep up the record and improve on it if possible."

Depending on Good Grade.

"We have been told several times of late that some of the Tillamook Cheese factories are trying to discard the office of the Cheese Inspector. We are surprised to hear such news, and it certainly does not look as if the Tillamook farmers are going to keep in step with the forward movements of our great state of Oregon.
 Such a step we would greatly regret, for we have found that the work of a cheese inspector has done a lot of good towards getting an even quality of cheese, and we find that the trade is to a great extent depending on it, in fact we have some customers who would not take any cheese unless the inspection stamp is on the box.
 We know of a well known cheese maker, who has lost considerable ground in this market, mostly on account of his unreliable and uneven quality of cheese. (He works under the old way.)
 Therefore we would request you to work with all your power that this institution is not going out of commission, just then when other, Eastern states are trying to work up a similar system of inspection, which will certainly mean a great benefit to them.

Trusting that these few words will prove the importance of an inspector and that you will work towards maintaining this office."

Quality Brings Top Prices.

"What are the prospects down in the Tillamook Valley for an early start? About when will you be making cheese in some quantity? The writer is going after this section good and strong this season and I want you to back me up by giving the trade an article as good as can be made, something that will taste strongly like more. I presume the different dairy men get together occasionally and talk over matters. I wish the next opportunity you have, as another season approaches, that you would take this matter of quality up with them. You cannot impress this point too strongly. If we want to hold our own, say nothing about making headway and getting a good price for your products, it is going to be done from the stand point of quality and nothing else. We have got to impress the trade at least equal to any, and then show them that we do. To illustrate what I mean, you remember last spring I sold to Turner & Pease of Seattle, some 200 boxes of uninspected stock that turned out very poorly and queered them for the rest of the season and Mr. Turner, the buyer, is a particular good friend of the writer's at that. I have not spoken of this before but you have no doubt noticed that I have not been selling them any goods. They merely have been working on Wisconsin cheese because of its reliability. I was very careful not to sell them any more stock that was uninspected so as to avoid further trouble. I mention this matter

just to show what quality means to us.

When we have established our reputation on quality and shown the trade we can maintain it we can get the price alright whereas on an article that just passes muster, the other fellow puts the price on.

You certainly have greatly improved the quality of the product in this last couple of years and the trade appreciates your efforts. Now, if we can keep on with that idea ever foremost in our minds, we would have an article second to none and we won't have to take a back seat for anybody."

THE CO-OPERATIVE FACTORIES.

Maple Leaf Creamery Had 4,073,360 Pounds of Milk--The Tillamook Creamery 3,937,717 Pounds--Fairview 3,440,560 lbs.

Below we give a few of the co-operative factory reports:

Maple Leaf Creamery Ass'n.

Factory received during the year 4,073,360 lbs. of milk. Receipts for the several months were as follows: January, 60,927 lbs.; February, 60,388 lbs.; March, 207,497 lbs.; April, 420,895 lbs.; May, 592,001 lbs.; June, 628,551 lbs.; July, 607,416 lbs.; August, 482,371 lbs.; September, 391,767 lbs.; October, 331,321 lbs.; November, 189,713 lbs.; and December, 100,513 lbs.

Milk contained 158,359 lbs. of butter fat or an average of 3.888 per cent. fat. 441,420 lbs. of cheese manufactured, and sold for \$60,624.45.

Average price received for cheese, 13.74c. Tillamook.

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

2.79 lbs. of cheese were made per lb. butter fat.

Factory received 1 1/2c. per lb. for making cheese, a total of \$7,724.85.

Expenses for the year were \$6,998.30. Factory paid one dividend of 10 per cent. on stock, \$67.50, and one of 2 cents per 100 lb. of milk delivered by stockholders during 1910, \$569.14.

Resources and liabilities of the association are as follows:

Resources: Cash in bank, \$678.57; bills receivable, \$25.00; creamery plant, \$4,127.89; due from merchants and others for cheese, \$1,737.29; supplies on hand, \$540.90; equity in the Wilson River Farmers' Water Co., \$676.00; a total of \$7,786.29.

Liabilities: Capital stock outstanding, \$700.00.

Farmers were paid practically \$1.30 per 100 pounds of milk.

Butter fat prices were: January, 27c.; February, 28c.; March, 31c.; April, 33.5c.; May, 33.2c.; June, 32.3c.; July, 34c.; August, 32c.; September, 32.7c.; October, 36c.; November, 33c., and December, 39.2c.

The Tillamook Creamery.

The factory received during the year 3,937,717 lbs. of milk. Receipts monthly were: January, 48,553 lbs.; February, 42,855 lbs.; March, 193,318 lbs.; April, 427,588 lbs.; May, 598,344 lbs.; June, 599,151 lbs.; July, 581,020 lbs.; August, 482,305 lbs.; September, 395,401 lbs.; October, 305,887 lbs.; November, 169,401 lbs.; and December, 93,894 lbs.

This milk contained 151,684 lbs. of butter fat.
 Average butter fat in milk, 3.852 per cent.

436,485 lbs. of cheese manufactured. \$59,638.53 received for cheese, an average of 13.66 cents Tillamook. 6,122 boxes cheese manufactured, practically all triplets.

Patrons were paid an average of \$1.32 per 100 lbs. of milk.

Average yield, 11.08 lbs. of cheese per 100 lbs. milk.

A little over 2.87 lbs. of cheese were made on an average per lb. butter fat.

Patrons were paid for butter fat as follows: January, 29.2c.; February, 30c.; March, 32c.; April, 34.8c.; May, 34c.; June, 32.3c.; July, 34.7c.; August, 33c.; September, 34.2c.; October, 36.4c.; November, 39.8c.; and December, 39.5c.

Factory received for making cheese 1 1/2 cents per lb., a total of \$7,638.48.

Expenses for the year were \$6,676.90.

Loss and gain account, gain, \$38.46.

Resources, \$6,595.76.

Fairview Dairy Association.

The factory received during 1911 a total of 3,340,560 lbs. of milk. Monthly receipts were as follows: January,