

Tillamook's Famous Cheese

Four Million Pounds Manufactured Last Year-- Valued at \$650,000.

A BANNER YEAR.

An Increase of 500,000 Pounds in Milk and \$150,000 in Receipts.

BY FRED C. BAKER.

Tillamook County had another banner year in the large amount of cheese manufactured in 1912, the output being over four million pounds of the famous cheese that have brought the county to the front as the best dairying section in the State of Oregon, yet for all that the industry is practically in its infancy. There are thousands of acres of idle land in Tillamook County, especially in the Nestucca Valley and the Nehalem country, which is waiting to be developed and turned into valuable dairy farms by those who are looking for new homes in Western Oregon. The increase in the amount of cheese produced in 1912 was over 600,000 pounds above that manufactured the previous year. As to the amount of milk produced last year, the figures show that it went above 36,500,000 pounds, which will give some idea of the large number of cows pastured and milked every day in Tillamook County. This conclusively prove that the dairy industry in this county is making considerable progress every year. What is the most remarkable feature of the cheese industry last year was a gain of \$150,000 in the receipts. The receipts in 1911 were a little over \$500,000, while in 1912 they jumped to \$650,000. At this rate of increase every year it will not be many years before the million mark is reached.

Carl Haberlach, who is secretary-salesman for 18 cheese factories, and handles more cheese than anyone on the Pacific Slope, sold \$524,718.61 worth of Tillamook County's cheese, out of the total amount of \$650,000. This went into the markets of Oregon, California, Washington and other Western States. Since Mr. Haberlach has been associated with the Co-Operative Associations he has handled an enormous amount of cheese and entrusted with large sums of money belonging to dairymen in a most satisfactory manner. To show how his work is appreciated by the different associations he keeps adding new one to his list, which is the best kind of recommendation he could receive.

What concerns the milk producer most is the price of butter fat, which averaged 41.3c. per pound and \$1.61 per 100 pounds for milk. Last year was the banner year not only for the large amount of milk produced but the banner year for high prices. This conclusively proves that Tillamook County is an ideal section for dairying, where the industry is most successfully and profitably carried on.

A large number of the dairymen's herds made \$100 a cow last year, while some averaged far above that amount. Considering that most of the dairymen raise their own winter feed, this makes dairying that much more profitable in Tillamook County.

The Nestucca Valley country is one of the best sections for dairying and produced 1,000,000 pounds of cheese last year valued at \$160,000. This is a splendid showing for the south part of the county, which has a bright future before it. Mr. Chas. Ray, who was one of the pioneer dairymen of that section, estimates the output of cheese from the Nestucca Valley for the past 10 years at 7,000,000 pounds.

The inspector, F. W. Christensen, who is employed by the Tillamook County Creamery Association, so that a superior grade of cheese is manufactured under sanitary conditions, supervised the making and graded the cheese of most of the large factories. Last year he inspected a total of 3,136,897 pounds of cheese, which was disposed of as inspected cheese, and as jobbers prefer that class of cheese, some of them will not buy cheese which does not have the o.k. of the inspector. Mr. Christensen has done good service in obtaining a much higher grade of cheese and manufactured under more stringent sanitary regulations, and the associations are to be congratulated for employing him. It has put a stop to poor cheese being manufactured and dumped on the market as high grade cheese. To inspect all of the factories and grade the cheese in this county will take the time of two inspectors.

With but a small proportion shipped from other points, this large amount of cheese was shipped from Tillamook City, which is in the heart of the finest dairying country and grass producing section in the Northwest, and although there are railroad facilities, Tillamook's famous cheese continues to be shipped by the water route.

CARL HABERLACH'S REPORT.

Handled \$3,211,004 Pounds of Cheese, Valued at \$524,718.61.

The following report covers some of my work for sixteen cheese factories for which I acted as secretary during 1912:
Total milk received, 29,139,514 lbs.
Total cheese manufactured (estimating small amount on hand), 3,211,004 lbs.
Total boxes cheese manufactured, 44,633.
Total butter fat in milk, 1,134,561 lbs.
Amount received for cheese (estimating small amount on hand), \$524,718.61.

Average price received, 16.34 cents per lb, net Tillamook.
Average yield, 11.02 lbs. of cheese per 100 lbs. of milk.
Average of 2.83 lbs. cheese per lb. butter fat
Average butter fat content, 3.893 per cent.

Receipts of milk and value of product and lbs. cheese for the several factories are as follows:

Name of Factory	Lbs. Milk	Lbs. Cheese	Amount
Maple Leaf Creamery	4,809,263	527,233	\$86,480.88
The Tillamook Creamery	4,148,442	464,136	75,705.68
Fairview Dairy Ass'n	3,923,074	441,007	72,164.53
South Prairie Creamery	2,391,159	259,766	42,534.51
Three Rivers Creamery	2,276,749	252,314	41,115.58
Mobler Creamery Company	2,120,856	230,766	37,360.67
Clover Leaf Creamery	1,866,008	207,162	33,129.20
Long Prairie Creamery	1,574,255	175,272	28,708.60
Elwood Creamery	1,351,081	147,953	23,942.20
Cold Springs Cheese Factory	1,160,798	125,824	20,801.20
Central Co-op Creamery	1,104,691	122,250	20,177.65
East Beaver Cheese Co.	895,094	95,558	15,774.93
Blaine Creamery Company	453,798	51,876	8,324.53
Pleasant Valley Cheese Co.	470,214	50,593	8,274.43
A. O. Jackson Factory	394,901	40,647	6,721.44
Sand Lake Creamery	224,522	22,231	3,505.12
Total	29,139,514	3,211,004	\$524,718.61

Estimating on the basis of 1 1/2 cents for making cheese, the making charge around Tillamook, would bring the making charges to \$56,192.57. Some of the factories, however, charge more. On the basis of 1 1/2 cents for making cheese, patrons would have received an average nearly \$1.61 per 100 lbs. milk. Average butter fat price, 41.3 cents per lb.
Dated February 1st, 1913.

CARL HABERLACH.

Figures from some of the other factories are as follows:

Name of Factory	Pounds Milk	Cheese	Amount
Miami Valley Creamery	600,647	66,853	10,656.01
Cretown Cheese Factory	590,113	66,716	10,656.01
Neakowin	810,714	88,198	14,161.37
Cloverdale Cheese Factory	1,367,372	150,454	24,534.51
Neda Factory	3,659,114	399,925	64,000.00

*Estimated, as the reports are not complete.

Factory Reports.

Following will be found the reports of a large number of the factories, most of them being furnished by Mr. Haberlach:

BLAINE CREAMERY COMPANY.
The factory received during 1912 a total of 453,798 lbs. of milk. Receipts in lbs. per month, follow: March, 8,192; April, 49,557; May, 77,728; June, 79,777; July, 74,430; August, 62,735; September, 51,724; October, 40,914; and November, 8,711.
This milk contained 18,773 lbs. of butter fat.
Average yield was 11.43 lbs. of cheese per 100 lbs. milk. I think this is the highest yield obtained by any factory in the county.
Butter fat payments: March, 43.8c.; April, 37.6c.; May, 35c.; June, 36c.; July, 36.4c.; August, 36c.; September, 40c.; October and November part payments of approximately 30c.
There is one lot of 25 cases still unpaid for, same being shipped by rail and probably still undelivered.
The value of this shipment is \$326.51.
The factory receives 2 1/2c for making cheese, the year's making amounting to \$1,167.21.
I have no record of the expense account, as your resident secretary keeps up that account.
I have deposited in the Tillamook County Bank a total of \$7,967.68, balance of other money being still due and the other being represented by cheese taken by patrons, the patrons having taken \$53.34 worth of cheese.

EAST BEAVER CHEESE CO.
Factory received during this year 809,094 lbs. of milk. This was a gain of 33,000 lbs. over 1911, or 36 per cent. Receipts per month in lbs. were: February and March, 63,772; April, 101,500; May, 139,740; June, 137,952; July, 123,983; August, 107,484; September, 93,759; October, 66,591; November, 30,791; and December, 3,016.
This milk contained 35,190 lbs. of butter fat, or an average of 4.046 per cent fat.
95,908 lbs. of cheese were made, or 3.38 boxes. Average yield was 11.03 lbs. cheese per 100 lbs. milk. During 1911 the average yield was

10.63. This was a gain of 35 100 lbs. cheese per 100 lbs. milk and taken at the average price received for 1912 cheese, namely, 16.44c. per lb., make 5 1/2c. per 100 lbs. milk.
Estimating a few cases cheese on the dock, brings the year's cheese value to \$15,774.93. This is an increase of 70 per cent in value over the \$9,230.75 the 1911 cheese brought.
Factory received 2 1/2c. for making cheese, receipts being \$2,398.95.
I am enclosing you an itemized expense account, showing each item of expense or rather to whom paid. Also a list of the supplies on hand. I did not include a new tester and pair of scales, as these take the place of those in the factory and should be charged to expense account.
The Directors also installed a Waer works at a cost of \$74.00 and ceiled the factory at a cost of \$18.00.
Resources: Cash in bank \$543.58; Advanced to patrons, \$42.55; Due for cheese sold (Oct.), \$13.14; Due company for November and December making, \$115.22; Supplies on hand, \$144.50; Factory and ground, \$1,150.41. Total, \$2,009.40.
Liabilities: Due secretary, \$15.00; November money received, \$309.00; Capital stock outstanding, \$500.00. Total, \$824.00.

THE TILLAMOOK CREAMERY.
Factory received during the year 4,148,442 lbs. of milk. Receipts per month in lbs. were: January, 32,750; February, 48,489; March, 191,186; April, 456,254; May, 685,906; June, 626,622; July, 583,324; August, 501,611; September, 428,572; October, 382,413; November, 180,528; and December, 110,797.
This milk contained 159,374 lbs. of butter fat, or an average of 3.84 per cent fat.
Estimating cheese on hand, brings the total make to 464,136 lbs. Average yield, 11.19 lbs. cheese per 100 lbs. milk.
6,360 boxes of cheese manufactured.
Butter fat prices: January, 48c.; February, 52c.; March, 53c.; April, 47c.; May, 38c.; June, 39c.; July, 41c.; August, 40c.; September, 43c.; October, 45c.
Estimating cheese on hand at 16c., brings the total year's output to \$73,765.08. Average received for cheese, 16.34c. Tillamook, net.
Making cheese at 1 1/2c. brings the making charge to \$8,122.38.
Expenses for the year, \$5,850.21.
Resources: Supplies on hand, \$917.93; Cash in bank, \$3,608.13; Augustine & Keyer, October cheese, 38.32; Wheeler Lbr. Co., October cheese, 26.82; Andrew Christensen, 1.35; E. J. Gienger, 3.30; C. E. Hadley, 4.15; Alfred Kellenberger, 10.00; Miscellaneous accounts, 210.21; E. W. Stanley, 4.40; Factory and ground, 2,833.16; November making estimated, 361.05; December making, estimated, 221.50; total, \$8,313.51.

ELWOOD CREAMERY COMPANY.
The factory received during 1912 a total of 1,351,081 lbs. of milk, a gain over 1911 of 167,991 lbs. or over 14 per cent. Monthly receipts were, March, 41,815 lbs.; April, 118,579 lbs.; May, 217,134 lbs.; June, 239,791 lbs.; July, 221,074 lbs.; August, 183,372 lbs.; September, 161,222 lbs.; October, 119,799 lbs.; and November, 47,956 lbs.
Butter fat in milk, 52,392 lbs., an average of 3.88 per cent fat.
Estimating 89 boxes November cheese on hand, 147,953 lbs. of cheese were made.
10.15 lbs. cheese made on an average per 100 lbs. milk.
Estimating November cheese on hand at 16c., cheese sold for \$23,942.20, \$7,961 over 1911 or over 41 per cent.
Average price received for cheese, 16.12c. per lb. net.
2,054 boxes cheese manufactured.
Prices paid for butter fat follow: March, 51c.; April, 47c.; May, 38c.; June, 38c.; July, 39c.; August, 38c.; September, 41c., and October, 43.5c.
Estimating November cheese,

Liabilities: W. H. Eberman, \$13.57; Cold Springs Cheese Factory, 12.25; Capital Stock outstanding, 900.00; November milk sold, returns in, 233.81; December milk sold, returns in, 75.00; Maple Leaf Creamery, 51.80; By balance, 7,039.58; total \$8,318.51.

CENTRAL CO-OPERATIVE CREAMERY CO.

Company received for the year a total of 1,104,691 lbs. of milk. This was 462,020 lbs. more than was received during 1911, the gain being 72 per cent. Monthly receipts in pounds follow: January, 16,744; February, 27,145; March, 61,566; April, 117,771; May, 181,935; June, 182,252; July, 151,725; August, 127,814; September, 103,163; October, 70,210; November, 30,750; and December, 23,646.
This milk contained 44,338 lbs. butter fat, an average of 4.014 per cent butter fat.
Estimating cheese still on hand at 73 lbs. per case, brings the year's output of cheese to 122,250 lbs.
1,685 boxes of cheese manufactured.
Estimating cheese on hand at 16c., cents per lb. brings value of year's output to \$20,177.65.
Gain in value of cheese over 1911 was \$10,517.42 or 109 per cent; average 16.5c.
Factory receives 2 1/2 cents for making cheese, or \$2,750.76 for the year.
In addition the factory charged and paid 25c. per case for hauling cheese to Tillamook and 1-10c. per lb. cheese made at the factory during the months of March to August, both inclusive, for inspecting the year's cheese.
Expenses for the year, deducting \$118.43 supplies on hand and 50 cents for mdse sold, were \$2,885.15. In this connection wish to say that with the same volume of milk this season as last, factory could get along nicely on a making charge of 2 cents per lb., not counting hauling out of the 2 cents. On the other hand, several factories that started as your company did, have continued to charge enough so that they could accumulate enough money to take up the shares each stockholder held, with interest, over and above one share for each stockholder. Then they do not have to change enough to pay heavy dividends afterwards.

Resources: Supplies on hand, \$118.43; Cash in Tillamook C. Bank, 687.48; Building and equipment, 978.59; Due for cheese, 586.28; Due for making cheese, 67.55; total \$2,438.28.
Liabilities: Capital stock paid in, \$1,050.00; Due for milk, 584.86; Balance, surplus, 803.42; total \$2,438.28.

LONG PRAIRIE CREAMERY CO.
Factory received a total of 1,574,255 lbs. of milk. This was a gain of 209,529 lbs. over 1911, or over 22 per cent. Monthly receipts in lbs. were: January, 23,517; February, 24,518; March, 71,397; April, 173,633; May, 202,765; June, 238,893; July, 228,282; August, 186,433; September, 174,994; October, 135,631; November, 76,139; and December, 51,082.
66,990 lbs. of butter fat in milk.
Average butter fat, 4.235 per cent.
Estimating small amount of cheese on hand, brings total make of cheese to 175,272 lbs.
Average yield, 11.13 lbs. of cheese per 100 lbs. milk.
2,411 boxes of cheese manufactured.
Estimating cheese on hand, brings total value to \$28,706.60. This is an increase of \$10,506.11 over 1911, or over 58 per cent.
Factory is to receive \$3,221.91 for making cheese.
Expenses for the year were \$2,918.61.
Factory also paid off \$350.00 on the mortgage, leaving \$500.00 due on hand.
Resources: Supplies on hand, \$53.00; Cash in bank, 17.59; Due for making November and December cheese, 331.20; Advanced to patrons, \$103.60; Land and Factory, 1,250.00; total, \$1,757.39.
Liabilities: Capital Stock outstanding, 750.00; Bills Payable, mortgage, 500.00; By balance, 507.39; total, \$1,757.39.

ELWOOD CREAMERY COMPANY.
The factory received during 1912 a total of 1,351,081 lbs. of milk, a gain over 1911 of 167,991 lbs. or over 14 per cent. Monthly receipts were, March, 41,815 lbs.; April, 118,579 lbs.; May, 217,134 lbs.; June, 239,791 lbs.; July, 221,074 lbs.; August, 183,372 lbs.; September, 161,222 lbs.; October, 119,799 lbs.; and November, 47,956 lbs.
Butter fat in milk, 52,392 lbs., an average of 3.88 per cent fat.
Estimating 89 boxes November cheese on hand, 147,953 lbs. of cheese were made.
10.15 lbs. cheese made on an average per 100 lbs. milk.
Estimating November cheese on hand at 16c., cheese sold for \$23,942.20, \$7,961 over 1911 or over 41 per cent.
Average price received for cheese, 16.12c. per lb. net.
2,054 boxes cheese manufactured.
Prices paid for butter fat follow: March, 51c.; April, 47c.; May, 38c.; June, 38c.; July, 39c.; August, 38c.; September, 41c., and October, 43.5c.
Estimating November cheese,

SAND LAKE CREAMERY CO.
The factory received during the year 224,522 lbs. milk. Monthly receipts were as follows: May and April, 43,623 lbs.; June, 49,717 lbs.; July, 46,235 lbs.; August, 37,700 lbs.; September, 23,751 lbs.; October, 16,336 lbs.; and November, 7,680 lbs.
This milk contained 8,678 lbs. butter fat, an average of 3.866 per cent butter fat.
22,231 lbs. of cheese manufactured and sold, a total of 345 boxes.
Cheese sold for \$3,595.12, an average of 15.8c. per lb. Owing to the fact that the factory was operated during the season when the lowest prices prevailed, prices will average lower than many other factories.
Factory received 2 1/2c. for making cheese, or \$555.77. Also charged \$12.30 in June for selling cheese in addition to the regular making charge.
I am sending you enclosed an itemized account of the expenses for the year, which together with \$40.00 paid me for services in selling and secretary work, made a total of \$558.78. Also an item of \$40.25 was paid Ira Diamond for lumber which item I charged to the factory and equipment account. Several of the bills, like the McNair bill, contain items which should probably be properly charged to same account, but I do not know how much they should be so charged, so charged them to expense account.
Balance of \$75.00 was paid the bank, but when we pay patrons it will be necessary to secure a loan of between \$45.00 and \$50.00, as thought the cheese maker was paid off before, but find I was mistaken.

Resources and liabilities of the company are as follows:
Resources: Cash in bank, \$62.00; due for cheese sold, \$257.50; Factory equipment, \$272.77.
Liabilities: Due patrons for October and November milk, \$533.00; Due Haberlach for selling same, \$1,114.59.

COLD SPRINGS CHEESE FACTORY.
The factory received a total of 1,160,798 lbs. of milk, or a gain of 12 per cent over 1911.
Monthly receipts in lbs. follow: January, 19,439; February, 29,327; March, 80,788; April, 149,377; May, 189,035; June, 174,470; July, 153,000; August, 128,472; September, 104,000; October, 74,738; November, 34,200; and December, 21,709.
This milk contained 43,131 lbs. of butter fat, an average of 3.716 per cent fat.
125,824 lbs. of cheese manufactured. Average yield, 10.84 lbs. cheese per 100 lbs. milk. One lb. of butter fat made an average of 2.91 lbs. cheese. .343 lbs. butter

factory received \$2,589.18 for making cheese, or 13c. per lb. cheese. Hauling cheese, 118.56; Expenses for the year were \$2,264.26.
Resources: Supplies on hand, \$51.05; building account, \$861.60; cash in bank, \$145.69; due for making November cheese, \$10.40. Total, \$1,114.59.
Liabilities: Bills payable, \$500.00; due cheese maker, \$60.68; other accounts, \$70.56; stock account, \$50. Total, \$1,181.24.

THREE RIVERS CREAMERY ASSOCIATION.
The factory received during the year 2,276,749 lbs. of milk. This was 279,835 lbs. more than 1911 receipts, a gain of over 14 per cent.
Monthly receipts in lbs. were as follows: January, 19,922; February, 16,300; March, 100,479; April, 26,925; May, 368,919; June, 307,670; July, 337,195; August, 275,370; September, 231,342; October, 174,163; November, 88,149; and December, 50,073.
Estimating the cheese still on hand brings the total years make of cheese to 232,314 lbs.
Average yield, 11.08 lbs. cheese per 100 lbs. milk.
Estimating unsold cheese at 10c. brings the value of the year's cheese to \$41,115.58. This is \$11,257.30 more than 1911 cheese brought, a gain of nearly 38 per cent in value of product.
3,485 boxes of cheese manufactured.
87,251 lbs. butter fat in milk at average of 3.836 per cent fat in milk.
Average price received for cheese, 16.3c. per lb.
Factory received \$5,046.28 in making cheese, or 2c. per lb. cheese.
Expenses for the year, less the amount of supplies sold to patrons and amount now on hand, were \$4,492.59. I am sending you enclosed an itemized expense account. Would suggest that you have same checked over and also my books, and that you select some one to attend to the meetings of the Creamery Association. Since we have had the inspector, we have brought the yield of cheese up considerably and the reputation of our cheese for uniformity and quality has been considerable increased.
Resources and liabilities:
Resources: Building and ground, \$1,825.65; supplies on hand, 304.20; patrons account, \$101.68; cash in Tillamook County Bank, \$98.71; due company for October cheese, \$58.60; due company for making November and December cheese, \$286.20. Total, \$3,275.10.
Liabilities: Capital stock outstanding, \$1,700.00.