

INTERESTING CONVENTIONS.

Butter and Cheese Maker's Association and Oregon Dairymen's Association Meet in the Cheese City.

DEMOCRATIC FREE TRADE CAUSING ALARM

Great Interest is Taken in Subjects Discussed-- Banquet Given by Tillamook Commercial Club --Visitors Given Automobile Ride.

Oregon Butter and Cheese Maker's Convention.

The annual convention of the Oregon Butter and Cheese Maker's Association and the Oregon Dairymen's Association convened in this city on Monday evening at the Tillamook Commercial Club.

The first to hold its convention was the Butter and Cheese Maker's Association, of which T. S. Townsend is the president. There was a good attendance, and much interest was taken in the first meeting.

Address of Welcome.

Charles Kunze in his address of welcome to the Butter and Cheese Maker's Association, said:

"It is a great pleasure to me to have the opportunity at this time to extend to you a hearty welcome from the different cheese and dairy organizations and the members of the Tillamook Commercial Club. We consider it quite an honor to have the cheese and butter makers to convene with us. We look upon an occasion of this kind as a great educator, and whereas the people of Tillamook County are in the junior class of your work and have quite a bit to learn along these lines, we will be able to assure you a good attendance at this time.

So far as having to take the junior class of your organization, it is not that we are not interested in your work and would like to have taken an active part before, but where conditions naturally have been favorable to hold your meetings in the winter time, until just lately it was very unfavorable to the people of Tillamook County. Previous to the railroad being built to Tillamook there were but two public carriers, one was by mountain road on which you generally faced from five to fifteen feet of snow and the other was by water, where, with the southerly winds you stood a good chance to be bar bound from one to two months at a clip.

Now, gentlemen, I merely mention this so that you will not criticize us too strongly for not having shown more interest in the state organization or for not having made a better showing for membership in your secretary's books, for we fully realize the important part the cheese and butter makers fill in the dairy industry, from the time the dairyman turns the furrow to sow his crop, which are to be converted into milk, and then delivered to the cheese or butter factory and the returns therefrom compensate him for all his labor. Not only have you got to satisfy the dairyman but you also have to satisfy the consumer as to his taste.

We fully understand that the dairyman takes a certain part of the responsibility in producing good, clean and wholesome milk, and then delivered to the cheese and butter makers and the dairyman ought to work together in working out the best results, and whereas the opportunity is available at this time to solve these great problems, I extend to you a hearty welcome from the dairymen, cheesemakers and citizens of Tillamook."

President's Address.

President Townsend in reply prefaced his reply with a few remarks regarding Tillamook. He said:

"There is no town or city in Oregon that gives me more pleasure in having the Butter and Cheese Makers Association meet, than here at Tillamook; because it was at this place twenty-one years ago, that I built my first butter and cheese factory in the state of Oregon; and I might also state that it was the first commercial factory to be built in Tillamook County.

"This was the beginning of creamery work in Tillamook County; and the farmers not being acquainted with the method pursued by creameries, to have their milk and cream taken off their farm to be worked up, many of them looked upon the new industry with some suspicion. But when the building and machinery were ready for operation, the business started with a rush. My business relations with the farmers of Tillamook County were so agreeable and pleasant that it is always a pleasure to come back to Tillamook."

Mr. Townsend then delivered his annual address to the association, his subject being "Quality Goods," which was as follows:

"To members of the Butter and Cheese Makers Association, I want to say that the object of our association is purely for educational purposes, that we may meet together and confer with one another as to better methods in handling our milk and cream products, and manufacturing these into butter and cheese of the highest grade possible."

"We have been organized three years, and I feel sure that we have made progress. We have more 'fancy cheese,' and more butter, which will more as 'extras,' offered on our markets today than we had previous to our organization; but notwithstanding this fact, I believe the need of this organization is more apparent at this time than when first organized because: First, consumers are continually demanding higher grade goods. Second, because some of our competitors are making quality goods. Hence, any

quality placed on the market. The president went after the butter makers to do better. Both the president and A. H. Lea impressed upon the association that it was a superior quality that was wanted and for which there was always a good market, and their association should get together to bring this about. Both of these gentlemen mentioned the new tariff law and stated that both milk and cream had been placed on the free list and that a large amount of butter and cheese was being shipped into the country, it was of superior quality and it was up to the butter and cheese makers to turn out as superior an article. They did not know what effect the new law would have upon the dairying business. Several reasons were given for poor quality butter, some of which were unsanitary surroundings, inexperienced makers and wrong starters. F. W. Christensen then gave some useful information as to the success which attended the manufacture of cheese in Tillamook County, one of which was that the cheese makers had instructions not to receive milk that was unwholesome. The greatest success was in organizing the different co-operative factories and turning out a uniform grade of cheese. In regard to cheese makers he stated that experienced makers had come here from the East, but strange to say, some of these had not made good. The system which he had inaugurated, that of giving young men two or three years apprenticeship in the local factories, was working most satisfactory, so much so that some of these young cheese makers were carrying off the best prizes in the cheese contests.

"I am glad to say that we now have considerable quantity of quality goods coming on to our markets; but we have entirely too much stuff offered, which has to be sold, as second and third grade goods.

"No man should offer his services as a butter or cheese maker, who does not fully understand the handling of milk and cream, even under the most extreme and most difficult conditions because thousands and thousands of dollars have been spent in educational work, the factory man is 'forced' at cream, which he knows is not first class goods; but owing to the scarcity of this product and the keen competition, it is accepted. Hence the butter maker or cheese maker must prepare himself and understand how to best handle these products. If you do not know how to score your 'finished products,' a very good way for you to ascertain whether the quality is right or not, is to watch your account sales; and if your product does not bring the highest market price, you may be sure that 'quality' is lacking.

"I wish if possible to get this 'quality' question stamped indelibly upon your mind, and if you will pardon me for so doing and allow me to refer briefly to a transaction during the past season of my own."

"A certain creamery wanted us to handle their butter. When the first shipment was received, we found that the butter scored very low and would only pass for a good second grade and so reported to the proprietor and at the same time asked him if he could not change his method somewhat, so as to improve the quality of his goods; and stated that he might make us another shipment, which would we would inspect. The second shipment was received by us. The quality, however, was not improved, and we re-mitted accordingly; but did not ask him to send another shipment, for we thought that he certainly would not be satisfied with the price we were paying; nevertheless, in a few days we received a wire from the party asking if we could use some more goods. We replied that we could at the price we had been allowing him, also advised him that we could take one hundred cubes, and that he could have three weeks for filling the order. He accepted our offer. Now, I know for a fact that this creamery is very hard 'put to it' to meet the keen competition which they have to meet in buying butterfat. One of two things is absolutely sure: First, either the creamery man is losing a lot of money; second, or the farmers, whom he is buying from, are not getting the real value of their cream."

"Now, boys, my object in referring to this business transaction is merely to show you the great importance of your being prepared and knowing how to make 'quality' goods; for no creamery man can exist very long operating as the one I have referred to; and I think I ought to further state that the butter in the last shipment, which this creamery made to us, would hardly pass for a good third grade.

"I seriously doubt whether there is to exceed 40 per cent of our present butter makers in this state, who are making butter that will grade as 'extras.'"

"I also seriously doubt whether these butter makers, whose butter does not grade as extras, are actually doing their 'very best,' and making use of all the knowledge they have in making up their product; and the time has come that when a man starts in the race, he must give the very best that is in him. You cannot afford to be slack or indifferent in your methods. Of course it is hard work and long hours, but if you cannot stand these conditions, the time will come that you will have to step down and out of the way for some other fellow, who has the knowledge and is willing to do his best.

"It is with much pleasure that we can note the great change in the quality of the cheese now being manufactured in Tillamook County; and we must conclude that it is our opinion that the cheese makers of 'Tillamook County,' when it comes to 'quality goods,' have the butter makers of our state somewhat beaten.

"It is a well known fact that a few years ago the cheese factories of this county got together, made up their minds that they must have 'quality goods'; they made up a fund, as we understand, among themselves, for the purpose of employing an inspector, a man who would visit their cheese factories at regular intervals and inspect the cheese made at each factory; and when the cheese did not score as 'extras,' his stamp was not put on such trash, his stamp was not put on such trash. Hence they began their educational work, and when the cheese maker was lacking, he was instructed what method to use in making better goods; and today Tillamook County has the reputation of making very fine cheese, 'quality goods'; and they deserve this reputation because they have worked for it.

"Now, it is up to us as butter makers to see if we cannot do equally as well, and go them one better, if possible; and I trust that at the session of this convention facts may be brought out, which will be of great benefit to us all."

New Tariff Cause Alarm.

Considerable discussion followed the reading of the President's address, which, at first, was devoted to butter making and the large amount of poor

agencies for killing bacteria that we have.

White washing of the barns is also recommended, as lime can be bought very cheaply and is one of the best purifiers that we can obtain.

My instructions are usually received with interest and improvements are shown along the lines advocated. When ever we have a creamery meeting or when I have a chance to talk quality to the patrons, I urge them to take care of the cream from the cow to the creamery, so that they will realize how important it is for them to cooperate with the buttermaker. Good cream is the foundation for the making of good butter.

We buttermakers must also show the patrons that we keep the creamery neat and clean in every respect. I was very much surprised when attending our state convention at Albany to see the lack of interest shown by the buttermakers and also here. There are between 80 and 90 creameries in the state and we only had 14 entries of butter. More butter and nearly as much machinery was shown at a county fair in Wisconsin. Of course, we cannot expect the supply man to go to the expense of bringing a big line of up-to-date machinery when the creamery man does not attend.

The question is this, why do the Oregon buttermakers not attend their conventions and exhibit their butter? How can we make the conventions more educational and enjoyable?

I feel that it is our duty to work hand in hand so that this organization will prosper still more in the future than it has in the past.

Mr. Ho'gersen was complimented by Messrs. Lea and Ziener, on the excellent manner in which he conducted his creamery, which was fully up-to-date.

Factory Inspection.

Deputy Dairy and Food Commissioner L. B. Ziener followed with a paper on "Factory Inspection," which was as follows:

Mr. Chairman and Gentlemen of the Convention: At the present time there is in every line of business, whether in commerce, manufacturing, agricultural, or mining, a distinct, a very marked tendency towards improvement. A few years ago there was less effort in this direction.

Once in a while a man happens on some improvement which he gave to the world and we were glad to receive it, but we did not make a business of looking for improvements as we do now. At the present time there are a number of men employed by the State and by private firms all looking to see where each line of business can be improved and how this can best be done.

The improvement in agriculture is becoming a business by itself, and that is a thing that I want to bring to the attention of the cheese and butter makers here. It is not only your business to make good cheese or butter and to do your daily duties well, but it is also your business to be looking for improvements. How can you make your factory better and your work better next year, than it is this year? There are many signs that conditions are improving in the dairy business.

It is only a little more than twenty years since the Babcock test was invented. About five years later the Marshall rennet test came out. About the time the Babcock test was given to the world, the Manns acid test was first described by Dr. Manns. Those events stand out like great landmarks in the history of the dairy business. They were great and remarkable accomplishments, and worthy deeds far above the ordinary events of the day in importance.

We have the combined churn and worker, the starter can, combined pasteurizer and cooler which all add to the efficiency of our work. Our factories should be large enough so we can turn around and have them to clean the corners. Have plenty of light for it is light that we want, the more the easier it is to keep clean. The factory should be painted outside and inside. The doors and windows should be well screened so as to keep the flies out for every fly is a crime against society.

Consider for yourself the number of times you have seen flies feeding on sputum, on garbage, on filthy excreta. They dance and prance in our creameries and cheese factories, and hold high carnival at our dinner table. They scrape their feet, rub their wings and drop their specks on our sweet meats, yet we eat them. Do you like it? In Denver during the fall of 1908, fifty six cases and six deaths from typhoid fever resulted from milk from a milk man, whose milk was found contaminated with flies that had fed on typhoid excreta from an uncovered vault.

The drainage of our factories is also very important and should be looked after to insure the factory, good drainage at all times. The whey tank is directly responsible for a great many of our gases and why flavor in our cheese, and should be washed every day. Keep everything about the factory absolutely clean. Your personality must not be overlooked. Have a nice lawn, plant trees and flowers, as this will help to get June fresh air, and add to the outside appearance of the factory for the outside looks of the factory is what is judged by the stranger as he passes by. Finish all of your work each day in the very best way that you can, and never allow your work to crowd you. But rather crowd your work.

Then let us be clean, and clean is my earnest request from the Oregon cheese and butter makers.

A discussion followed the reading of both of these papers. President Townsend taking exception to using the Oregon brand on poorly manufactured goods. Mr. Ziener did not see how they could help it for butter which was made to-day might be in good condition, but by

keeping it a few weeks it would become bad.

The afternoon session opened with an address by G. M. Dambert, of the U. S. Dairy Division, who explained what that department was doing to improve dairying all over the country.

At this meeting President Townsend appointed a publicity committee which was composed as follows: Addison Bennett Portland; Carl Abrahams, Salem; F. C. Baker, Tillamook.

Field Cause Some Interest.

Adam Schmelzer read a paper on "Butter Fat and Cheese Yield," which created considerable discussion, and it was shown that the yield of cheese in Tillamook County was greater than in Wisconsin, as the cheese makers did not have to abuse the milk as much here as in the east. Reference was made to the Wisconsin cheese being put up much drier than Tillamook cheese, which some of the makers contended was the cause of the greater yield for Tillamook County.

Carl Haberlach read an interesting paper on "Dairy Development in Tillamook County," which we will publish later.

Foreign Competition.

A. H. Lea followed with an address. He complimented Tillamook County cheese makers for the excellent quality of cheese they were manufacturing, and stated that dairymen in this county were receiving more for their product than those of any other section. He further stated that Tillamook cheese had a wide reputation all over the coast country, with a good demand for it. Mr. Lea expressed himself as being somewhat concerned about the new tariff law and gave a number of instances where butter and cheese was being shipped in from Canada and other countries, some of which had been shipped to this country and placed in bond before the tariff bill was signed. He did not know what effect the foreign product would have on the price of our butter and cheese, but as it came in competition with the home product, he advised that the grade of our product be kept up and improved so that foreign competition can be more easily met.

Two letters were read by Secretary Kent, the first asking for some creamery man to consider the establishment of a new creamery at Silver Lake. The second was from the Corvallis creamery at Corvallis, and protested vigorously against the action of the Dairy Section of the Oregon Agricultural College, charging it with purchasing cream at a premium which no commercial creamery could pay and directly competing with the very business men who by their taxes supported the institution. Prof. R. R. Graves of the O. A. C., who had just arrived in Tillamook, was asked to visit the convention and reply. He said that the College is teaching the making of butter to its pupils. It believes in making the highest grade only. For that reason it requires only the best of cream and to get it has offered 36c. The school makes only a limited amount of butter and sells it only to those connected with or near the college. Further conference between college authorities and the management of the protesting creamery was promised.

The Banquet.

On Tuesday evening a banquet was given the visitors by the Tillamook Commercial Club at the Hotel Tillamook, which proved to be a successful affair in every way and a great credit to the management of the hotel. After the banquet the first order of business was to announce the result of the butter and cheese scoring contest. The first prize was won by Adam Schmelzer of the Red Clover factory by a score of 96 points. The announcement brought forth a round of applause, and Mr. Mike Abplanalp, one of the directors of the Red Clover factory, was called upon to cut the cheese, which was distributed among those present and pronounced excellent.

Result of the Contest.

Secretary Kent then made a few remarks prior to announcing the result of the scoring. He said that all the cheese entries from Tillamook County had scored above 90, which showed a uniformity in make which meant that our cheese makers were progressive and all doing their best. The uniformity of the scoring also spoke well for the quality of Tillamook cheese.

The result of the scoring was as follows:

Adam Schmelzer, Red Clover, - 96
H. Barber, Mohler, - 95 1/2
Clarence Nelson, Pleasant Valley, 95 1/2
A. Tinner, Fairview, - 95
Guy Ford, Maple Leaf, - 94
A. Christensen, Tillamook Crm'y - 94
H. Thomas, Cloverleaf - 94
G. Burge, Long Prairie - 93 1/2
N. N. Kirby, Cold Springs - 93 1/2
Guy Bunn, Central - 93
A. Schlappi, South Prairie - 92 1/2
J. P. Mattoon, Neskwom - 91 1/2

Butter.

R. M. W. Rasmussen - 96
J. C. Frost - 96
Herbert Russell - 94 1/2
Hygeia Farm Co. - 93
Ashland Creamery Co. - 92 1/2
W. Werth - 92
Junction City - 92
Union Meat Co. - 91
Merrill Creamery Co. - 90

Expression of Thanks.

The following resolutions were adopted:

That we express our thanks to the people of Tillamook, to the Tillamook Commercial Club, for their co-operation and the use of their splendid club rooms, and especially to Chas. Kunze, F. C. Baker and Fred Christensen for their untiring efforts, which were so essential to the success of this meeting:

That we render all assistance possible to the National Creamery Butter Maker's Association; that we elect one delegate for each twenty five members in good standing to attend the next session of the national meeting to represent our association, and report at the following meeting of this association.

That we extend to Chief Rawl, of the Dairy Dept., Washington, D. C., our thanks for sending us G. M. Lambert, who so efficiently scored our butter and ask that he be sent to La Grande in December to assist us at that time.

That we appreciate the work of Mr. Otto Friedli for services rendered in scoring the cheese. To the Tillamook Hotel Co. for their courteous treatment, who have given us every attention. To William Stephens and associates for the use of their building for display of our dairy products.

The first speakers of the evening were President T. S. Townsend, of the Oregon Butter and Cheese Makers Association, and President J. M. Dickson, of the Oregon Dairymen's Association, followed by short talks by a number of the visitors.

Wednesday morning the visitors were taken in autos to see some of the cheese factories and dairy farms.

Continued on next page.

Plant Bulbs Now.

New imported all colors syacynth bulbs. \$1.00 doz. at Clough's.

Chronic Dyspepsia.

The following unsolicited testimonial should certainly be sufficient to give hope and courage to persons afflicted with chronic dyspepsia: "I have been a chronic dyspeptic for years, and of all the medicine I have taken, Chamberlain's Tablets have done me more good than anything else," says W. G. Mattison, No. 7 Sherman St., Hornellsville, N.Y. For sale by Lamar's Drug Store.

Quick Help to Backache and Rheumatism.

The man or woman who wants quick help from backache and rheumatism, will find it in Foley Kidney Pills. They act so quickly and with such good effect that weak, inactive kidneys that do not keep the blood clean and free of impurities, are toned up and strengthened to healthy vigorous action. Good results follow their use promptly. For sale by all druggists.

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The work of a home-keeping woman makes a constant call in her strength and vitality, and sickness comes through her kidneys and bladder oftener than she knows. Foley Kidney Pills will invigorate and restore her, and weak back, nervousness, aching joints and irregular bladder action will all disappear when Foley Kidney Pills are used. For sale by all druggists.

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