



TILLAMOOK, OREGON, FEBRUARY 21, 1918.

\$1.50 PER YEAR

BANNER YEAR FOR TILLAMOOK COUNTY'S FAMOUS CHEESE--BRINGS \$1,188,845.

44,901,303 POUNDS OF MILK--
4,974,328 POUNDS OF CHEESE.

Three Large Cheese Factories Make an Increase of Over One Hundred and Fifty Thousand Dollars.

(By Fred C. Baker.)

Cheese Factories in Tillamook County Creamery Association.

Name of Factory	Lbs. Milk	Lbs. Cheese	Amount
Tillamook Creamery	5,709,632	630,483	\$152,610.42
Maple Leaf Creamery	5,111,322	580,220	142,250.05
Fairview Dairy Association	5,124,880	552,365	136,602.70
South Prairie Creamery	2,980,970	328,207	79,590.43
Long Prairie Creamery	2,628,940	291,080	70,575.58
Mohler Creamery	2,567,602	285,320	67,089.48
Clover Leaf Creamery	2,360,409	266,305	62,211.47
Three Rivers Creamery	1,979,697	214,392	50,430.17
Central Creamery	1,870,812	205,370	48,863.69
Cloverdale Cheese Company	1,827,469	208,667	48,873.29
Elwood Creamery Co.	1,648,025	188,304	44,542.82
Ortown Cheese Co.	1,462,666	161,812	37,765.89
Cold Springs Factory	1,175,770	130,257	30,555.35
Maple Creamery Company	1,069,900	120,436	28,219.12
Beaver Creamery Ass'n.	1,151,333	129,409	30,649.98
Neskwonin Dairy Association	1,007,762	111,334	26,262.83
Alder Vale Creamery	852,493	91,204	21,589.72
East Beaver Cheese Co.	842,383	98,268	23,369.73
Pleasant Valley Creamery	822,828	90,753	21,384.07
Blaine Creamery	557,868	62,803	14,386.88
Total	44,901,303	4,974,328	\$1,188,845.70

454,311 lbs. December milk separated and cream shipped to Portland. 21,779.83 lbs. upper fat in said milk, bringing \$10,522.85. 31,267.51 lbs. whey butter fat sold for \$13,879.29. 42,298.138 lbs. milk made into cheese which brought \$1,117,391.43. 67,893 boxes cheese manufactured. Average butter fat in milk, 4.067 per cent. Average price per lb. cheese 23.52c.

Tillamook, Previous year 16.76c. Yield, 11.23 lbs. cheese per 100 lbs. milk. Total making charges, \$98,823.78. Average per lb. cheese for making, 2.311c. Net paid farmers, \$2.44 per 100 lbs. milk. 60c. average net price paid farmers for butter fat. 75 1/2c. 100 lbs. more paid for milk in 1917 than 1916.

Cheese Factories Not in the Association Last Year.

Factories in Association	Lbs. Milk	Lbs. Cheese	Amount
Red Clover Creamery	1,063,961	106,065	20,298.53
Miami Creamery	607,319	74,245	16,568.10
Sandlake Creamery	212,574	23,473	5,285.05
Upper Nestucca Creamery	206,000	23,316	4,900.45
Grand total	44,901,303	4,974,328	\$1,188,845.70

Amounts for the Past Nine Years.

Year	Pounds Milk	Lbs. Cheese	Amount	Yield
1909	23,416,524	2,506,612	\$386,135.81	10.70
1910	23,639,644	2,541,057	409,044.84	10.75
1911	24,131,802	2,619,229	358,206.29	10.85
1912	29,139,514	3,211,004	541,748.61	11.02
1913	31,566,888	3,595,516	541,748.61	11.10
1914	33,202,516	3,694,458	568,395.53	11.12
1915	36,577,206	4,043,875	557,596.00	11.05
1916	38,603,101	4,335,817	726,911.00	11.25
1917	44,901,303	4,974,328	1,188,845.13	11.23
Total	295,178,518	31,432,896	\$5,251,808.67	

The dairy industry of Tillamook County broke all previous records for the amount of milk produced, cheese manufactured and amount of money received for the sale of cheese, cream and whey butter fat for 1917. To give some idea of the magnitude of the dairy industry, 44,901,303 pounds of milk were turned into the cheese factories of the different co-operative associations. One important feature connected with that large quantity of milk is that it was sweet, and wholesome, before it was accepted at the cheese factories, and all cows have to be tubercular tested.

This is another important feature that must not be overlooked. It insures to the public a clean, wholesome dairy product, with all disease germs obliterated in the production and handling of milk which goes into the Tillamook County's famous cheese, with the strictest of sanitary arrangements about the cheese factories.

The output of cheese was above that of the previous year, amounting to 4,974,328 pounds. Had all the milk taken to the cheese factories been taken for cheese, it would have increased the output another 50,000 pounds. That which is probably most interesting to the dairymen and those who have taken a lively interest in it is the increase in the receipts, which large totals \$1,188,845.70. The year previous the figures were \$807,095.00.

The Tillamook Creamery made an increase of \$59,682.42; Maple Leaf, \$50,545.95; Fairview Dairy Association, \$49,270.70. This makes a total increase in the three largest co-operative associations of \$159,499.07. It is a very flattering showing for these cheese factories.

The Tillamook Creamery is again entitled to hoist the broom over its factory, for it heads the list with 5,709,632 pounds of milk and receipts amounting to \$152,610.42. The previous year this factory's figures were: 5,120,494 pounds of milk and \$95,937.00 receipts.

Fairview Dairy Association takes second place for amount of milk received but third place for amount of money received for the same. Maple Leaf Creamery making more money with a less amount of milk, Fairview Dairy Association having 13,558 lbs. of milk in excess of that received by Maple Leaf. What pleased Maple Leaf patrons, with less milk it made \$5,558.25 more than Fairview Dairy Association.

The average price of butter fat was 60c. net to the farmers and \$2.44 per 100 pounds of milk, while the average price of cheese was 23.52c. Tillamook. The previous year the average price of cheese was 16.76c., butter fat 41.8c. and for 100 pounds of milk \$1.68 1/2.

There was one mishap last year. Red Clover cheese factory was destroyed by fire early in the year and the milk taken to other cheese factories in that vicinity. It has been rebuilt.

La'e in the season, it looked as though the war would bring about serious conditions, for there was a slump in the market when all the cheese factories were loaded up with cheese. To meet this condition some of the large creameries put the milk through separators and shipped the cream to Portland, so as to reduce the output of cheese. In December 454,311 pounds of milk was separated, the cream selling for \$10,522.85. But market conditions becoming better the

milk was put into cheese as usual. One new feature with a number of the cheese factories was in putting in plants to separate the butter fat which went into the whey tank, \$13,879.29 being realized by that process. There were six factories which installed plants and four others will do so this spring.

There are many dairy herds in the county that have made remarkable records, averaging over \$200.00 per head for each cow.

There is one feature about the dairy industry of Tillamook County that is not given proper consideration. It is the business end of the industry. Mr. and Mrs. Carl Haberlach did the whole of the clerical work for 20 co-operative cheese associations, selling 4,747,229 pounds of cheese, and other products. The business amounted to \$1,141,793.57. Probably there is no other business of that magnitude in Oregon where two persons do the whole of the clerical work, together with buying and selling, which goes to prove that the Tillamook dairymen have the co-operative system reduced to a science, for it is co-operation in the manufacture of a superior grade of cheese and co-operation at the business end of the industry.

F. W. Christensen, who is employed as supervisor and grader of the co-operative associations which comprise the Tillamook County Creamery Association had 21 cheese factories under his control last year. It used to be that good, bad and poor cheese all sold for first grade cheese. Not so now however. High grade cheese is in demand, which obtains the inspector's stamp. Whenever a batch of cheese does not come up to the high standard set by the inspector, it is placed in the second grade. This insures to the people and jobbers a first class quality of cheese when they see the inspector's stamp upon it, and why they prefer Tillamook cheese. To throw a little more light on the grading of Tillamook cheese for the information of those who are not familiar with this part of the cheese industry, the cheese makers at the different factories must make a first grade cheese. When they fail to do so, the inspector marks it seconds, which is a loss of several cents a pound to the factory. Last year the inspector placed 3787 Triplets, 60 Y. A. and 306 Long Horns in the second grade, which goes to prove that Tillamook dairymen are exceedingly particular in placing their cheese on the market as a high class product, and where it does not reach that standard, it is sold as second grade cheese, and in that way no one is imposed upon.

I wish you would appoint a committee to audit these accounts. The factories belonging to the association are fairly well supplied with supplies, stock on hand the 1st of January having been invoiced at \$20,036.07. Since then we have bought most of our other needed supplies. We have about enough rennet now to last us until the 1st of July, but we have been expecting the market to decline on rennet because there are now being used several kinds of substitutes. Rennet can be had at any time now, which is a considerable different from last year at this time.

Since the beginning of the war, the Government has required us to make monthly reports of each factory. The last month we received blanks for 4 sets of reports for each factory and will have to make annual income reports the coming month. I have shown some of the directors these blanks and if we have to fill them out it is going to take all the time of one man to do so. They require the most minute details and it will be necessary to keep exact account of each article used each month, to take an invoice each month, and to keep a separate account of administrative expense, operating expenses and other expenses.

THE SECRETARY-SALESMAN'S ANNUAL REPORT.

To the stockholders of the Tillamook County Creamery Association, Gentlemen:—

Following is my report as secretary of your association for the year ending today. The factories in the association, not including Red Clover or Miami, received a total of 42,194,581 lbs. of milk during 1917.

41,740,270 lbs. of milk were made into cheese. 454,311 lbs. of December milk were separated, containing 21,779.83 lbs. butter fat.

Total better fat in milk, 1,715,465.59 lbs. Average butter fat, 4.067 per cent. 4,684,366 lbs. cheese made, an average yield of 11.23 lbs. cheese per 100 lbs. milk.

Cheese sold for \$1,103,004.55. Average price received, 23.52c. the lb. Tillamook net to factories.

Fresh cream sold for \$10,522.85.

31,267.51 lbs. whey butter fat produced and this sold for \$13,879.29. Total receipts \$1,127,006.69. Gross returns, \$2.66 per 100 lbs. milk. Net paid farmers \$2.44 per 100 lbs. milk or 60c. lb. for butter fat.

\$98,823.78 was charged by the various factories for making cheese. In addition to this, several factories charged for hauling cheese and also applied some whey fat money on their separator accounts. Average price charged 2.311c.

Of the 67,893 boxes of cheese sold by the association and the writer for the Blaine factory, an even 40 per cent or 27,157 boxes or 108 car loads were shipped to Los Angeles.

Red Clover had 1,063,961 lbs. milk, produced 106,065 lbs. cheese and this sold for \$20,298.53. 40,548.65 lbs. butter fat in their milk, 1,384 cases of cheese produced. I did not keep the books for their factory last year nor the Miami Valley Creamery Co., both of which are now members of the association. The new Holstein Creamery was also admitted to membership lately, making 22 factories in the association, being all in the county except the factories at Blaine, Upper Nestucca and Sand Lake.

The association had on hand at last report, \$788.51 and had two accounts outstanding of \$92.95 and \$7.34, re-

spectively, both of which have been paid in. It sold a protectograph for \$15.00 and received from factories a total of \$8,544.50, \$85.43 of which was collected on this year's account and for that reason hereafter is shown as a liability. The association also acted as clearing house for \$63.00 received from county on fair account and \$85.06 for boxes and Wyandotte, all of which make a total of \$9,596.36. Disbursements were, State fair as mentioned above, \$63.00, boxes and Wyandotte mentioned above, \$85.06, my 1916 salary shown as debit on last report, \$20.00 expense account to date \$7,550.85. Tin for vats, \$763.62, and leaves us \$1,111.83 in the bank.

The expenses itemized cover the following: Inspector to Feb. 1st, \$2,305.24. Sec. 11 months salary and Meda account, 4,250.00. Telephone and Telegraphs, 447.32. Check writer, 40.00. Legal services, H. T. Botts, 36.00. Directors' mileage and per diem, 202.10. California, Seattle and two Portland trips, 147.50. Taxes, 12.76. 11 small items, 18.38. Stamps and stationery for the association, 91.55.

Total, \$7,550.85. Financial statement: Resources: Due ass'n for tin, \$765.62. Miami Valley Creamery, 37.50. Cash in bank, 1,111.83.

Total, \$1,914.95. Liabilities: Paid us in this year acct., \$85.43. Capital stock paid up, 250.00. By Balance, 1,579.52.

Total, \$1,914.95. I wish you would appoint a committee to audit these accounts.

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Since the beginning of the war, the Government has required us to make monthly reports of each factory. The last month we received blanks for 4 sets of reports for each factory and will have to make annual income reports the coming month. I have shown some of the directors these blanks and if we have to fill them out it is going to take all the time of one man to do so. They require the most minute details and it will be necessary to keep exact account of each article used each month, to take an invoice each month, and to keep a separate account of administrative expense, operating expenses and other expenses.

CHEESE FACTORY REPORTS.

THE TILLAMOOK CREAMERY

Factory received 5,709,632 lbs. milk 104,813 lbs. December milk was separated and cream shipped to Portland, producing 5,282.26 lbs. butter fat. This brought \$18,490.36.

630,483 lbs. cheese made, making 8,985 boxes. Yield, 11.25 lbs. cheese per 100 lbs. milk.

Cheese sold for \$147,688.16. Average 23.42c. Tillamook, \$3,090.90 was realized from the sale of 6,734.90 lbs. whey butter fat. Total receipts, \$152,610.42 from whey cream, cheese and cream. 234,216 lbs. butter fat in milk, an average of 4.102 per cent.

Factory received \$11,572.79 for making cheese. \$1,481.59 was also deducted from whey cream for separator. Expenses for the year were \$11,709.37.

Financial statement follows: Resources—Building and ground, \$7,207.40; Supplies on hand \$3,000.00; 1918 expense account, \$271.68. Accounts due company, \$6,683.89. Total, \$17,162.97.

Liabilities—January account in, \$2.63; Capital stock outstanding, \$1,100.00. Due bank for money paid patrons, \$6,514.04. By balance, \$9,546.30; Total, \$17,126.97.

MAPLE LEAF CREAMERY ASSOCIATION.

Factory received 5,111,322 lbs. of milk during the year. All but 107,223 lbs. were made into cheese and that was separated and cream sent to Portland.

This milk contained 209,755.10 lbs. fat. Average, 4.103 per cent. Last year 4 per cent. 580,220 lbs. cheese made. Yield, 11.59 lbs., the same as 1916.

Estimating December cheese brings value of year's cheese to \$135,743.48. Average price, 23.39c. the lb. Last year it was 16.87c. the lb.

In addition to the above, \$2,695.82 was received for December cream and \$3,813.65 was received for whey cream from April to December, both inclusive. Total receipts were \$142,250.95. Gross receipts were over \$2.78 per 100 lbs. milk.

8,226 boxes of cheese made. 5121 lbs. December butter fat applied as cream. \$5,799.00 lbs. of whey cream sold.

Factory received \$9,869.81 for making cheese. In addition, \$2,217.00 was credited company on whey cream ac-

count. Nothing was charged patrons for making up November milk, as they had been charged more for whey plant than it had cost. Expenses were \$10,175.06.

Financial statement follows: Resources—Accounts due company, \$5,091.02; Supplies on hand \$3,151.40; Building and ground, \$5,318.78. Cash in bank, \$852.98. Wilson River Farmer's Water Co. \$670. Total \$15,090.18.

Liabilities—Capital stock outstanding, \$900.00; December money in, \$2,693.82; By balance, \$11,496.36. Total, \$15,090.18.

FAIRVIEW DAIRY ASSO.

Factory received 5,124,880 lbs. milk during 1917. 206,852 lbs. butter fat in milk, an average of 4.036 per cent. 552,365 lbs. of cheese made, or 8,118 boxes.

137,436 lbs. milk were separated during December. 4,987,444 lbs. milk were made into cheese. Average yield, 11.07 lbs. cheese per 100 lbs. milk.

Cheese sold for \$129,487.95. Cream from whole milk brought \$3,534.19. Whey cream brought, \$3,670.50. Total receipts, \$136,692.70.

Factory received \$10,150.64 for making cheese. \$1,633.85 was charged on account of separating whey. \$1,489.94 was cost of whey separator plant. Net expenses for the year were, \$9,821.53.

Financial statement follows: Resources—Building and ground, \$4,762.99; Supplies on hand, \$2,275.10; Accounts due company, \$5,686.99; Total, \$12,725.08.

Liabilities—Due bank, \$2,346.09; Capital stock outstanding, \$1,700.00; December money in, \$1,534.19; By balance, \$5,144.80. Total, \$12,725.08.

MOHLER CREAMERY.

Factory received total of 2,507,602 lbs. of milk. This milk contained 106,505.18 lbs. of butter fat. Average test, 4.136 per cent.

285,320 lbs. cheese produced, making 3,997 boxes. Average yield 11.11 lbs. cheese per 100 lbs. milk. Cheese sold for \$67,089.48. Average price received, 23.51c. i. o. l. cars Mohler.

Patrons paid 2c. the lb. for making cheese. This includes inspecting and selling. Total paid for making was \$5,706.40.

THREE RIVERS CREAMERY ASSOCIATION.

Company received 1,979,697 lbs. of milk during the year. Milk contained 79,220.97 lbs. butter fat, average of 4.001 per cent.

Estimating December cheese sold at factory brings total cheese to 214,087 lbs. Yield, 10.81 lbs. cheese per 100 lbs. milk. 3,092 boxes of cheese made. Cheese sold for \$50,430.17. Average price, \$23.55c. as against 16.68c. a year ago. Factory received \$4,910.90 for making cheese. Also, \$277.20 on hauling account. Expenses for the year were \$4,910.50. \$1,066.95 was expended on water system to date.

Financial statement follows: Red Clover Creamery, \$89.02; Building, ground and water system \$4,780.85; Supplies on hand paid for, \$703.25. Due us for cheese, \$1,721.83; December making due company, \$172.26. Cash in bank, \$8.71. Total, \$7,475.92.

Liabilities, Capital stock outstanding, \$1,600.00; Due bank, \$3,550.00. By balance, \$2,325.92. Total, \$7,475.92.

CLOVER LEAF CREAMERY CO.

Factory received 2,360,409 lbs. of milk during the year, a gain of 218,844 lbs. over 1916 receipts or 10 per cent.

97,612 lbs. butter fat in milk, or 4.136 per cent. Year before the average test was even a per cent. 266,305 lbs. cheese made. Average yield, 11.28. 1916 it was 11.14. 3,839 boxes cheese made.

Year's cheese sold for \$62,211.47. Average price, 23.39c. Tillamook. Factory received 2c. the lb. for making cheese, or \$5,326.10. Expenses for the year were \$5,519.75.

The high cost of supplies means that it will cost over 2c. for making hereafter.

Financial statement follows: Resources—Building and ground, \$2,398.55; Supplies paid for, \$1,403.80; Cash in bank, \$15.29; Due company for cheese, \$866.21; December making due company, \$184.94. 1918 expense account, \$55.51. Long Prairie Creamery Co. \$1.50. Total, \$4,925.80.

Liabilities—Bills payable, \$1,100.00; Capital stock outstanding, \$600.00; December money in, \$446.50; Balance favor stockholders, \$2,779.30. Total, \$4,925.80.

The company has more supplies on hand than last season, including 1918 expense account a total of \$554.93. The association thought it best to buy heavily of all supplies.

Financial statement follows: Resources—Accounts due company, \$5,091.02; Supplies on hand \$3,151.40; Building and ground, \$5,318.78. Cash in bank, \$852.98. Wilson River Farmer's Water Co. \$670. Total \$15,090.18.

Liabilities—Capital stock outstanding, \$900.00; December money in, \$2,693.82; By balance, \$11,496.36. Total, \$15,090.18.

FAIRVIEW DAIRY ASSO.

Factory received 5,124,880 lbs. milk during 1917. 206,852 lbs. butter fat in milk, an average of 4.036 per cent. 552,365 lbs. of cheese made, or 8,118 boxes.

137,436 lbs. milk were separated during December. 4,987,444 lbs. milk were made into cheese. Average yield, 11.07 lbs. cheese per 100 lbs. milk.

Cheese sold for \$129,487.95. Cream from whole milk brought \$3,534.19. Whey cream brought, \$3,670.50. Total receipts, \$136,692.70.

Factory received \$10,150.64 for making cheese. \$1,633.85 was charged on account of separating whey. \$1,489.94 was cost of whey separator plant. Net expenses for the year were, \$9,821.53.

Financial statement follows: Resources—Building and ground, \$4,762.99; Supplies on hand,