



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
Elwood Creamery	5,709,632	630,483	\$152,619.42
Maple Leaf Creamery	5,111,322	580,220	142,250.95
Fairview Dairy Association	5,124,880	552,305	136,692.70
South Prairie Creamery	2,980,970	328,297	79,590.43
Long Prairie Creamery	2,628,490	291,080	70,575.58
Red Clover Creamery	2,567,602	285,320	67,080.48
Maple Leaf Creamery	2,300,499	266,305	62,211.47
Elwood Creamery	1,979,697	214,392	50,430.17
Central Creamery	1,870,812	205,370	48,863.60
Elwood Cheese Company	1,827,469	208,667	48,873.29
Elwood Cheese Co.	1,648,025	188,304	44,542.82
Elwood Cheese Co.	1,462,666	161,812	37,765.89
Maple Leaf Creamery	1,175,770	130,257	30,555.35
Maple Leaf Creamery	1,069,900	120,436	28,219.12
Maple Leaf Creamery	1,151,333	129,409	30,649.98
Maple Leaf Creamery	1,007,762	111,334	26,262.83
Maple Leaf Creamery	852,403	91,294	21,580.72
Maple Leaf Creamery	842,383	98,268	23,369.73
Maple Leaf Creamery	822,828	90,753	21,384.07
Maple Leaf Creamery	557,868	62,803	14,386.88
Total	42,752,449	4,747,229	\$1,141,793.57

44,901 lbs. December milk separated cream shipped to Portland. 4,974 lbs. butter fat in said milk, worth \$10,522.85. 2,567,602 lbs. whey butter fat sold for \$13,379.29. 2,628,490 lbs. milk made into cream which brought \$1,117,391.43. 2,567,602 boxes cheese manufactured. Average butter fat in milk, 4.067 per cent. Average price per lb. cheese 23.52c.

#### Cheese Factories Not in the Association Last Year.

Name of Factory	Lbs. Milk	Lbs. Cheese	Amount
Maple Leaf Creamery	4,275,449	4,747,229	\$1,141,793.57
Maple Leaf Creamery	1,069,900	106,065	20,298.53
Maple Leaf Creamery	607,319	74,245	16,568.10
Maple Leaf Creamery	214,574	23,473	5,285.05
Maple Leaf Creamery	200,000	23,316	4,900.45
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	2,541,957	400,044.84	10.75
1911	24,131,802	2,619,229	358,206.29	10.85
1912	29,139,514	3,211,004	524,718.61	11.02
1913	31,566,888	3,505,516	541,748.46	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	38,063,101	4,335,817	726,911.00	11.23
1917	44,901,303	4,974,328	1,188,845.70	11.23
Total	295,178,518	31,432,896	\$5,251,808.67	

The dairy industry of Tillamook County broke all previous records for 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 an idea of the magnitude of the 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 been tubercular tested.

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

The amount of cheese was above that of the previous year, amounting to 4,974,328 pounds. Had all the milk from the cheese factories been used for cheese, it would have increased the output another 50,000 pounds. The milk is probably most interesting to the dairymen and those who have a lively interest in it is the increase in the receipts, which for 1917 was \$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, \$10,408.48; Fairview Dairy Association, \$18,707.70. This makes a total increase in the three largest co-operative associations of \$159,499.07. It is a 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 \$152,619.42. 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 22.76c, 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.

Later 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 shipped the cream to Portland, so as to reduce the output of cheese. In December 454,311 pounds of milk was separated, the market 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, \$13,379.29 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 we have reference to. 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.

#### 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 42,747,229 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 factory, \$10,522.85. Fresh cream sold for \$13,379.29. Total receipts \$1,127,406.69. 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 2.31c.

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 1,063,061 lbs. milk, produced 106,065 lbs. cheese and this sold for \$20,298.53. 4c. 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 and is 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, respectively, both of which have been paid in. It sold a protograph 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, \$765.62, 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 \$1,141,793.57. .... 4,250.00
- Media account ..... 447.32
- Telephone and Telegraphs. .... 40.00
- Check writer ..... 36.00
- Legal services, H. T. Botts. .... 202.10
- Directors' mileage and per diem ..... 147.50
- California, Seattle and two Portland trips ..... 12.76
- Taxes, ..... 18.38
- 11 small items ..... 91.55
- Stamps and stationery for the association. .... \$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 up in this years 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.

The factories belonging to the association are fairly well supplied with supplies, stock on hand the 1st of January having been invoiced at \$20,037.07. 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 report 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. We also have to make reports each month for each factory to the Food Administration of the amount of milk received, cheese made each month and for same month last year, amounts paid patrons, butter fat in milk, cheese sold, cheese on hand, and an endless list of other questions are required to be answered. Also, the association is required to make monthly reports to the State, Labor and Government reports for the coming year, if these have to be kept up, will be close to 1,500. I have taken up the matter with the directors informally and it seems to me that the industry should do something toward taking care of this, especially if a butter plant is also erected and the secretary required to look after this. There is too much detail and routine for one person to look after, as it really requires most of my time on the sales end of the business, to take care of the Directors' and other meetings and otherwise take care of the buying and managing end of several factories. It would seem that the additional work the coming season would require the time of an assistant. This would cost the average Tillamook dairymen less than a dollar a year, as the large part of the increase would be taken care of by the new factories coming into the association and which have heretofore paid others for doing their book-keeping.

All the factories except the Elwood Creamery operated every month last year after they started, which is quite a contrast from former years. Usually the smaller factories close down late in November or early in December, but owing to the mild winter and better feeding conditions, farmers had more milk to deliver than usually during the winter months. On the other hand, these factories were operated less than every day, in some instances only every third or fourth day. This

has given us a lot of cheese. I believe we should put more time and effort into improving the quality of our milk and cheese and also putting our boxes in better shape. I believe it would be well to brand our cheese more prominently, in fact I think we are losing a great part of the good we should gain in the quality of our cheese, by not having our cheese branded more prominently. If we spend any money in advertising, this would be practically lost unless we adopt some distinct method of marking our goods. Simply to advertise and then not putting our goods in shape so that the consumer would know he or she was getting "Tillamook" cheese, would be throwing our money away on an advertisement campaign.

The directors had a number of meetings during the past year and matters of importance to the cheese industry were taken up by the board from time to time. I note some objections lately that the board was no larger, but it would appear that a larger number of men would not be able to give closer attention to details than the seven men which now comprise the board.

The future of the cheese market is quite uncertain. The Government has not placed a maximum price on cheese as yet, nor do we expect that it will do so. The English government has placed a maximum price on Canadian cheese of 21 1/2c. and on American cheese of 21 1/2c. This has tended to cut off American export on 1917 cheese, but I understand that lately they have taken 10 million lbs. of American cheese at about 24c. I believe that it will be increasingly difficult to interest storage men in storing cheese the coming season if prices are too high, especially if the government insists too strongly upon storage men not carrying cheese over 60 days. I do not think they will insist too strongly upon this. For the reason that it is going to be increasingly difficult to get the best we can at all times for our cheese, I would like to have an expression of the proposition of giving me more time for the marketing end of the business. Stocks of cheese at this time are about 115 per cent greater than a year ago in the United States.

Respectfully submitted,  
Carl Haberlach, Secretary

Nothing was charged patrons for making up November milk, as they had been charged more for whey plant than it had cost. Expenses were \$10,175.00.

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. \$876. Total \$15,090.18.

Liabilities—Capital stock outstanding, \$900.00; December money in, \$2,093.82; By balance, \$11,496.26. 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 fat, 552,305 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, \$3,670.56. Total receipts, \$136,692.70.  
Factory received \$10,150.64 for making cheese. \$1,633.89 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, \$3,534.19; By balance, \$5,144.80. Total, \$12,725.08.

**MOHLER CREAMERY.**  
Factory received total of 2,567,602 lbs. of milk. This milk contained 106,065 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 \$67,080.48. Average price received, 23.51c. f. o. b. cars Mohler.  
Patrons paid 2c. the lb. for making cheese. This includes inspecting and selling. Total paid for making was \$5,706.40.

#### 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 \$1,840.30.  
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, \$152,619.42 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.

#### 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, \$86.02; 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, \$871. 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 2,300,499 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 4 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, 23.30c. Tillamook. Factory received 2c. the lb. for making cheese, or \$5,519.75. 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; Supp'es 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, total of \$554.93. The association thought it best to buy heavily of all supplies.

(Continued on Fifth page)