

CHEESEMAKERS HAVE BANQUET

Large Gathering at Tillamook Hotel and Interesting Talks.

The Tillamook Cheese Makers' Association held its first banquet at the Tillamook Hotel on Tuesday evening and it proved a decided success. The invited guests were the members comprising the Tillamook County Creamery Association and members of the local press. The wives of both organizations also participated in the banquet and the music was furnished by Wilkins' orchestra. After the serving of an excellent course banquet, several hours were taken up in speeches, the most important of which was that of Oscar Werschkul, County Agriculturist R. C. Jones acted as toastmaster, and F. B. Culler gave the audience a royal welcome, expressing his pleasure at seeing so many persons present.

The History of the Cheese Makers' Association: Its Intent and Purposes.

This subject was ably handled by Oscar Werschkul. He said: "The first move toward the organization of the Tillamook County Cheese Makers' Association was made June 8th, 1918, when a preliminary meeting was held at the Holstein factory, with seven or eight of the cheesemakers from factories near Tillamook City, were present. A second meeting was decided upon and called for June 13, at the Tillamook Creamery. Invitations had been sent to cheese makers working in all parts of the county and with one exception all those invited were present. At this meeting a permanent organization was affected, an executive board of five, of which the president of the association is one member, was elected and a constitution and by-laws adopted.

The executive board was instructed to draft a wage scale to be submitted to the association for ratification. The scale was drafted and presented to the association at its next meeting. After being accepted the scale was submitted to a committee from the Tillamook County Creamery Association, appointed by the association for that purpose. This committee pronounced this scale satisfactory and it is now in force in nearly every cheese factory in Tillamook county.

The Cheese Makers' Association was first called the Tillamook County Cheese Maker's Union, but feeling that they had made a mistake in the selection of a name, the cheesemakers decided to change from "Union" to "Association" and that is the name the organization bears at this time.

As was to be expected, the association met with some opposition when it became known to the dairymen that there was such an organization in existence. The large portion of this opposition was due, I believe, to a lack of information on the part of the dairymen in regard to the association. Some of them still seem not to be informed, as they should be, and one of the reasons we are gathered here this evening is to give the dairymen and cheesemakers an opportunity to become better acquainted in their new relations to each other.

The Tillamook County Cheese Makers' Association came into existence to supply a need felt by cheesemakers all over the county. The need of an organization that would have as its aim the betterment of conditions for cheesemakers, not with regard to wage alone, but with every condition that affects the manufacture of Tillamook's cheese. That this need was generally felt is proven by the prompt response with which the cheesemakers met the invitation to join such an organization, and the loyal support given it from its beginning. That the cheesemakers had an unquestionable right to form such an organization there can be no doubt. That that right did not go unquestioned is no reflection upon the cheesemakers, with regard either to their loyalty, patriotism or honesty of purpose, all stories and rumors to the contrary notwithstanding. If it was exercising good judgment on the part of Tillamook dairymen to form the Tillamook County Creamery Association, so that they might market their cheese with more profit to themselves (and no sane man properly informed on the subject, will say that it was not), why shouldn't it be using good judgment on the part of the cheesemakers to organize their association so that they might more profitably market what they had to sell, namely the labor of their hands and brains? Brains did I say? Yes, brains. A man who has brains enough to be a successful cheesemaker, has brains enough to do many other things. Though it has been said that cheesemaking isn't skilled labor.

We have been criticised for forming our association at a time when our country was at war. I say that if you will canvass the membership of our organization you will find that they have been loyal and patriotic and have been as liberal in their support of every patriot's cause as any body of men in like financial circumstances. And further, there has never been a time in the history of Tillamook's favorite industry when the cheesemakers could have forced their employers to meet their demands, as they could have done during 1918, had they desired to do so. The cheesemakers did nothing of the kind. Each one lived up to the letter of his contract and any move to the contrary would not have been supported by the organization for a minute. Let me say here that every member of the Association who enters into a contract with a board of directors of any factory is expected by the Association to faithfully perform his part of the contract, and nothing short of that will be satisfactory. We have a clause in our by-laws covering that point.

It is the purpose of this association to do everything in its power to help the cheese industry of this county, and we feel that the way we can do most to help is in the improvement of the quality of our cheese. In this connection I wish to say that the number of second grade cheese manufactured in past years is entirely too large, and this condition of affairs is no more satisfactory to the cheesemakers than it is to the dairymen.

We as an organization have agreed that we will put forth our best efforts to improve this condition. However, to make much of an improvement we must have the co-operation of the dairymen throughout the county. It is an absolute impossibility to make a strictly first grade cheese out of an inferior grade of milk, so it naturally follows that if we are to make first grade cheese we must have first grade milk. I do not wish to be understood as saying that all of the bad milk delivered at the factories is made into second grade cheese, but I do want you to understand that when a cheesemaker succeeds in converting bad milk into cheese that will pass as first grade he must do it at the expense of yield. If the dairymen would only realize that the cheesemaker may lose anywhere from one to four or five triplet cheese in trying to overcome a bad flavor in a vat of milk, I believe they would exert themselves more to produce first class milk.

It is the experience of every cheese maker to have one or more patrons who rarely, if ever, deliver bad milk; it is also their experience to have patrons who never deliver really first class milk. What we need is more of the first mentioned kind of milk producers and less, a great many less, of the latter kind. There is no good reason why we should not have all first class milk delivered to the cheesemakers. If one man produces all first class milk, there is no reason why his neighbors should not do the same thing.

I wish to say to the dairymen of Tillamook County, deliver to your cheesemaker first class milk. When you do second grade cheese will be conspicuous by its absence, and you will have a greater yield of first grade cheese. You will find the members of the Cheese Makers' Association more than willing to help in every way that they can to bring about improvement along this line.

To show you that the Cheese Makers' Association is to be something more than just a plain labor organization with raising of wages, as its sole reason for existence, I should like to call your attention to the fact that we intend to make it under consideration a plan to secure it is practicable to do so. We have under consideration a plan to secure cheese that will be submitted by different members of the association, at its regular meetings. This should prove very helpful to us all.

Questions that are of interest to cheesemakers will be taken up for discussion as they arise. An exchange of ideas on the various plans of cheese manufacture cannot fail to be helpful to the cheesemakers, and especially so to those who are new beginners.

The legislature of this state recently enacted a law creating the office of resident dairy inspector for Tillamook county. This is a measure that has the approval of the Cheese Makers' Association. We have worked for this ever since our organization was started, and we feel proud that we have in a small measure, it is true, helped to bring it about.

As soon as it has been arranged, the wage scale for 1920 will be submitted to the Tillamook Creamery Association for their consideration before its adoption by the Cheese Makers' association. We ask and expect your co-operation in this matter as we do in all other matters that concern our mutual interests. Let cooperation be the watch word of both organizations, each remembering that one cannot exist without the other. We realize that the cheesemaker cannot get along without the dairymen, and we also realize that we are just as necessary to the dairymen. Cooperation is the key stone in the arch of Tillamook's success—past, present and future, in the production, manufacture and making of her cheese.

In conclusion, let me say that the attitude of the Tillamook County Cheese Makers' Association as regards the future may be best illustrated by the words of the old man who, upon being asked to suggest a suitable inscription to be placed over the gateway to a cemetery, made this reply: "We have come to stay."

The Response.

Ben Kuppenbender, president of the Tillamook County Creamery Association, made the responsive address, who stated that his association had introduced a new idea in the system of co-operation by inviting a representative of the Cheesemakers' Association, the cheese inspector, county agriculturist and county veterinarian to attend the monthly meetings of his association.

P. S. Lucas, O. A. C. instructor of

cheese, made a short talk and dwelt on the early history of cheesemaking, his subject being "The Cheesemaking Industry."

F. W. Christensen, who has been cheese inspector for the past ten years took up the subject "How the Dairymen Can Help the Cheesemaker." This could be done by taking pure milk to the factory, which would eliminate a large amount of the second grade cheese. It was impossible for a cheesemaker to make first class cheese from milk that was off in flavor.

Tillamook Dairy Development.

Carl Haberlach, the secretary salesman, gave the following account of the development of dairying in Tillamook county. He said:

Dairying has been carried on for a long time in Tillamook County before any butter or cheese factories were operated on a commercial scale. In the pioneer days the farmers made butter on the farms and it was packed in casks and sent to Portland and Astoria markets on schooners, whose trips were, to say the least, irregular. In the Portland market, the peculiar flavor of the Tillamook butter gave it a fairly good sale, although prices received were small. That was before butter was manufactured on a commercial scale in the Northwest, and Tillamook butter was a considerable factor in the trade. In the early 90s several factories were started, all butter factories, the earlier ones being started in Tillamook City, Beaver and one on the Nestucca river between Woods and Cloverdale. The first prices I have been able to find as having been paid by any factories as by their published reports is the Tillamook Creamery for the year 1896, being as follows: Pounds of milk received during the year, 1,804,370; pounds of butter made 55,740; pounds of cheese made, 58,014; paid patrons for milk, \$11,728.89; an average of 64 1/2 c. per 100 pounds; average price paid for butter fat, 17.08c.; average price received for butter, 17.04c.; average price received for cheese, 8.45c.

When you compare the prices then received with prices received by the same factory last year for cheese, nearly a total of 5,599,418 pounds of milk and gross returns of \$173,385.27, you will see that the dairy business of this factory at least has been growing in volume and value. The average price received for cheese last year was 26.46c. at this factory. The average price for milk was over \$2.80 per 100 lbs. and butter fat price averaged close to 70c.

For a long time most of the factories were operated by private individuals, although there were a few factories that were owned and operated by the farmers. When I first became connected with the cheese factories in 1904, there were four factories owned by the farmers, Fairview, Tillamook, Red Clover and Nehalem, and I believe that Claude Thayer had a controlling interest in all except the Nehalem factory. A year or two later and after the failure of the McIntosh Cheese Co., Gangloff & Miller and several others, the farmers gradually obtained control of the different factories. Today the farmers directly control all except the Mohler Creamery, and Mr. Zweifel operates this in all respects as a co-operative factory. Mr. Zweifel is paid a certain amount for making cheese and the marketing and inspecting is left to the association.

For a couple years after I became connected with the Tillamook Creamery they would make butter part of the season and cheese the balance of the year. We have not made any creamery butter now for 13 or 14 years except some whey butter at Maple Leaf factory the last year. There have been times during the past when it would have paid us temporarily to have made butter, but we have consistently stuck to cheese through good times and bad.

Since the dairymen have taken over the factories, the dairy business has made great strides and prices obtained and general satisfaction with the existing conditions show that the factories have been successfully managed. It is today an accepted proposition in this county that when a community wants to go into the cheese business, that the farmers will build and operate their own factory and thus control the manufacturing and selling end as well as the producing end. The cheese is somewhat different than the butter business, in that it does not require nearly as much capital. A small plant can be set up for about \$2,500.00, although last year the Red Clover factory put up a plant costing over \$11,000.00 and the Holstein plant cost nearly \$15,000.00.

All the factories are owned by the different farmers residing in that community where the factory happens to be located. All are stock corporations operated co-operatively, although in one or two instances the owners have drifted away from that principle. The par value of the stock runs from \$10.00 to \$100.00 a share, nearly all bylaws providing that each shareholder shall have only one vote, regardless of how many shares a stockholder might have. Stock in most of the factories is worth considerable above par, book value in one or two cases being easily over 10 times par value.

Dairying has been but partly developed in this county. We produced over 5,100,000 lbs. cheese last year, the amount the association handled and Sandlake factory alone being 5,36,900 lbs. The gross value of

GEM THEATRE ANNOUNCEMENT FOR SEASON OF 1919.

The management of the Gem take great pleasure in announcing to the people of Tillamook that they have signed contracts with the Famous Players-Lasky Corporation for their entire out-put of photoplays. The stars which are featured in these productions are all favorites. Here are the names of those who appear in the Paramount and Arcraft pictures furnished under the contracts:

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| Fred Stone | Douglas Fairbanks | Mary Pickford |
| William S. Hart | Marguerite Clark | John Barrymore |
| Cecil B. De Mille | Elsie Ferguson | George M. Cohen |
| Charles Ray | Billie Burke | Lina Cavalieri |
| Pauline Frederick | D. W. Griffith | Dorothy Dalton |
| Ethel Clayton | Lila Lee | Dorothy Gish |
| Wallace Reid | Bryant Washburn | Shirley Mason |
| Enid Bennett | Vivian Martin | Dustin Farnum |
| Jack Pickford | Tom Moore | Enrico Caruso |

COMEDIES--Roscoe Arbuckle, Mack Sennett, Montgomery-Flagg, Mr. and Mrs. Drew.
PICTORIAN AND SCENICS--Burton Holmes Travelogue, Bray Pictograph.

In addition to the above we will have 12 Special Productions.

The above will supply us for only four nights each week, therefore we still retain our contracts for William Fox Pictures, also the Metro Productions, which have established their reputation on merit and are looked forward to by all who are accustomed to enjoy productions of the higher class. A few of the stars presented in Fox and Metro Pictures are as follows:

- FOX**--Virginia Pearson, Jane and Katherine Lee, Peggy Hyland, Gladys Brockwell, Tom Mix, George Walsh.
METRO--Hale Hamilton, May Allison, Emmy Wehlen, Viola Dana, Edith Storey, Beverly Bayne, Francis X. Bushman, Harold Lockwood in his last four plays.
HAROLD LLYOD COMEDIES AND PATHE NEWS.

With the Wonderful List of Stars and Productions which they appear in, we can justly say: "No town in Oregon can beat us in selection of programs," as these are positively the very cream of all productions.

Tuesday, March 11--"Let's Get a Divorce," featuring Billie Burke.

Thursday, March 13--"Bonnie Annie Laurie," featuring Peggy Hyland.

Admission prices will remain the same as in the past except on "Special Features."

cheese, whey cream and butter was \$1,352,694.38. This is more than a million dollars over 11 or 12 years ago.

The country immediately adjacent to Tillamook City is susceptible of great development; the Nehalem Valley is producing about 10 per cent of what it is capable of doing, while the two Nestucca Valleys alone are capable of producing as much cheese as is now made in this county.

Regarding the markets now supplied, Los Angeles is today our best market, 21,825 boxes having gone there during 1918. San Francisco took 8,560 boxes, Seattle got 9,959 boxes and San Diego got 3,503 boxes. Portland was our second best market. During 1917 Los Angeles took an even forty per cent of our cheese, but did not take so large a proportion during 1918, largely on account of labor conditions. Seattle took about twice as much cheese during 1918 as during 1917.

All factories for which I act as secretary salesman are members of the Tillamook County Creamery Association with the exception of the Sandlake factory. The association has been engaged in both selling and inspecting cheese since 1917, before that only inspection was engaged in.

As you all know, the yield of cheese per 100 lbs. of milk has greatly increased the last few years. The increased yield as against 15 years ago at last year's prices, would have made over \$57,000.00.

We make what is known as Cheddar cheese exclusively. Our cost last year averaged 2.685c. the lb. for making cheese, or a total of \$135,921.37. Our making charge averaged 3.027c. the lb. cheese, total having been \$152,994.22.

strides because land was being cleared up, but this has been changed of late. The last four years very few acres of land have been cleared up, mostly because labor has been high and hard to get. Very little land has been cleared up close to Tillamook and large tracts of very valuable land are filled with big stumps and logs. The farmers are fairly prosperous and do not clear the land as they used to. The land is held at high prices. Lately several drainage districts have been formed, and these will help considerably in giving more grass. The big increase in dairy production has been largely due to the last four years because farmers have been getting better cows and considerable quantities of feed have been shipped in yearly. It has been a great temptation to keep the old cow while she was still giving a large amount of milk and the heifers raised were also kept. When no new land has been opened up it has naturally tended to make grass and feed short.

The dairymen will have to get hay and feed from other sections unless they clear up more land here, because the cleared land is now supporting all the stock it is capable of sustaining. I believe that the tendency will be to keep more cows and this is going to make the hay and hay buying problem harder from time to time. It is also going to call for higher prices for cheese and dairy products produced here, as it is impossible to get cheap hay and feed into Tillamook. Several groups of farmers have purchased alfalfa farms in Eastern Oregon, but the cost of growing the hay and the freight into Tillamook will tend to keep prices up.

Here is where the cheese makers' association is going to have to help in getting out a better grade of cheese so that we can get a premium for Tillamook cheese. Unless we can improve the general run of Tillamook cheese and practically eliminate the second grade of cheese, it is going to be a hard proposition to get a premium for Tillamook cheese over Wisconsin. You boys want and should insist in getting better milk. Also insist on the dairymen getting

their milk to the factories as often as possible. We ordered the brand of the association to be kept off of all four day old milk, or rather off of cheese made from four day milk at the association meeting yesterday. It ought to be kept off all three day milk cheese, because the cheese made from three day old milk is nothing to brag about. And when we put the name of Tillamook on our cheese, when you boys roll the cheese over the Tillamook stencil, you should feel that this is doing the last thing and biggest boost you can do to that individual cheese. Don't roll it over with the spirit that it is only part of the day's work and an extra job given you and for which you receive no just compensation. Rather roll it over the stencil, in the same spirit as you baptize your first born, as you are naming the cheese and sending it out into the world with its name written all over it. Let it be proud that it is a Tillamook product. It cannot be sold for something else after you give it its baptism, so if you have any doubt of its having the proper quality, hold it up until the inspector happens around. We would rather have it without the name if there is going to be any question about its quality, rather than have the name Tillamook on a poor cheese. That is the big problem today, to improve our cheese and not to get our family name on cheese of whose quality we are ashamed.

Cheese Makers' Resolution.

H. W. Thomas then read the following resolutions which were signed by all the cheesemakers in the county with the exception of two, who were not in the city:

We the undersigned members of the Tillamook County Cheese Makers' Association, do hereby pledge ourselves thru during the season of 1919 and all seasons following, to do our utmost to make a first class cheese out of the milk delivered at the various cheese factories of which we may have charge.

We also pledge ourselves to grade the milk more closely, to cull out all milk which is off flavor, unclean or

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