

PERTINENT FACTS FOR MILK PRODUCERS

A Dozen Reasons Why the Dairymen of this Section Should Sell Their Milk through the Sheffield Producers Co-Operative Association, Inc.

1. Dairymen who join the Sheffield Producers Co-Operative Association, Inc. do not have to sign a contract for a year or a single day. They can get out of the Association whenever they like. They are absolutely free to control their own business and sell their milk wherever they deem it to their advantage.

2. Dairymen who join the Sheffield Producers Co-Operative Association, Inc. do not have to help pay the salaries of an army of officers, speakers and field workers. Neither do they have to pay a share of the enormous sums for the purchase and erection of plants and the operation thereof.

3. Dairymen who join the Sheffield Producers Co-Operative Association, Inc. do not have large sums of money invested in plants that are closed and in which the wheels of costly machinery are not turning.

4. Dairymen who join the Sheffield Producers Co-Operative Association, Inc. get for their milk the highest prices paid to any co-operative milk selling agency in the East and they get it in CASH.

5. Dairymen who are members of the Sheffield Producers Co-Operative Association, Inc. last year paid less than a quarter of a cent per hundred pounds in selling and operating cost. No deductions were made from their milk checks for any purpose whatever between July 1926 and May 1927, and during that year the Association sold for its members over 800,000,000 pounds of milk at a total cost of only \$14,416.15.

6. Compare the Sheffield Producers overhead, or operating expenses, with that of the Dairymen's League Co-Operative Association, Inc. It costs each Dairymen's League farmer from six cents to nine and one-half cents per hundred pounds of milk EACH MONTH to pay operating expenses. Sheffield Producers do not have this drain on their incomes. Their organization is conducted economically and well and they are paid in CASH for ALL their milk. The Sheffield Producers Co-Operative Association, Inc. does not issue I. O. U's. It has no indebtedness. It pays monthly as it goes.

7. For nearly a year the Sheffield Producers Co-Operative Association, Inc. has negotiated a price five cents more a hundred pounds for 3 per cent. milk than the Dairymen's League has offered its members for milk of the same quality. The Sheffield Producers Class No. 1 price for this month (November) is 10 cents per hundred pounds more than the Dairymen's League prices for Class 1 milk.

8. For more than five years Sheffield Producers have received an average of approximately A CENT A QUART IN CASH for their milk more than Dairymen's League members have received in cash, and more than THREE-FOURTHS OF A CENT A QUART above what Dairymen's League members have received in both CASH and certificates of indebtedness. Thus far during 1927 Sheffield Producers have received for their milk an average of a fraction over 30 cents more per hundred pounds than the Dairymen's League has paid its members.

9. This last October Sheffield Producers received \$2.51, net cash, per hundred pounds for milk testing 3 per cent fat. This is equivalent to \$3.01, net, per hundred pounds for milk testing 3.5 per cent fat, and is 23 cents more per hundred pounds than the Dairymen's League paid its members for milk of the same fat test. In September, Sheffield Producers received in cash 25 cents more per hundred pounds than the League paid; in August, 32 cents more; in July, 36½ cents more; in June, 44 cents more; in May, 43 cents more; in April, 25½ cents more.

10. The amount of money the Dairymen's League WOULD HAVE PAID its producers, more than it did pay, had the League paid the Sheffield Producers CASH PRICE for the period from May, 1921, to July, 1927 (six years and three months) is \$71,509,720.49. Deduct from this enormous sum money the League borrowed in the shape of Certificates of Indebtedness, namely, \$17,935,695.54, and we have a balance of \$53,574,024.95. From this take \$10,668,123.06, deducted from the League farmers' checks and accounted for as expenses, and we have a balance of \$42,905,901.89 NOT ACCOUNTED FOR and taken from Pool Dairymen. These figures are compiled from the Dairymen's League printed reports. STOP, LOOK, LISTEN! Mr. Dairyman.

11. The Sheffield Producers Co-Operative Association, Inc. has approximately 12,000 members. It started with less than 4,000 members a little over five years ago. During that period every Sheffield Producer has had a market for his milk every day and at the highest price paid any group. Every producer has been paid promptly and in cash. The organization has no outstanding liabilities, an adequate balance in the treasury, and a steady growth in membership. The Association is now doing better work than ever before for its members.

12. The Sheffield Producers have the best market in the East for their milk and receive the highest prices paid for milk in that market. The organization works always in the interest of its members. It sells its milk at the highest price and keeps its expenses down to the barest necessities. Sheffield Producers believe that they have the best and most effective selling agency that has ever yet been formed.

The above statements are facts and are subject to absolute substantiation from printed and written documents. Do not sign any contracts, Mr. Dairyman. Control your own business and your own milk production. You can do this, and at the same time get the highest market price for your milk and get it in cash, by delivering your milk to a Sheffield Plant, thus becoming a member of the Sheffield Producers Association.

Sheffield Producers Co-Operative Association, Inc.

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