

REPORT TILLAMOOK CO. CREAMERY ASS'N

TWENTY-FIVE FACTORIES OF THE ASSOCIATION GIVE THE FOLLOWING REPORTS FOR THE YEAR 1921

The following report shows in detail the business transacted during 1921:-

Twenty-five factories affiliated with the association received during 1921 a total of 59,952,123 lbs. of milk, as against 55,599,190 lbs. during 1920. This shows a gain of 4,452,933 lbs., or about seven and one half per cent.

6,722,893 lbs. of cheese were manufactured. \$1,550,331.18 was realized from the sale of cheese. 23.06 cents was the average price realized per lb. cheese.

2,481,252 lbs. of butterfat in milk.

Average test, 4.13 per cent. Average yield per 100 lbs. milk, 11.21 lbs.

An average of 2.71 lbs. of cheese per lb. butterfat.

63,611 lbs. of butterfat sold in whey cream.

\$24,005.58 was realized from sale of whey cream.

6,100 lbs. butter manufactured and sold for \$2,655.20.

\$1,576,991.96 was total realized from sales of dairy products by association.

94,145 boxes of cheese produced. Total making charges, \$189,588.96. Total expenses, \$151,627.63.

In addition to selling, inspecting and grading cheese, the association during the year engaged in the grain and hay business. The association itself does not own any stock in the various cheese factories, but does own the building known as the Farmers' Warehouse. Otherwise its resources consist of its office, stock of feeds and grains, and other liquid assets.

During the year, prices of cheese have been held considerably above any other markets. Also, large quantities of cheese were placed in storage from time to time, a total of 28,000 cases having been stored at various times. I have tried to hold the market at from 5c to 8c over Wisconsin. Our average price will be between 6c and 7c over Wisconsin. We have been enabled to do this largely upon quality of our cheese, advertising and using our best judgment in so holding our cheese that best results were obtainable. It just happened that no cheese was placed in storage until the lowest price or market was reached. Every car we placed in storage showed a profit to the various factories. Large sums have been turned over to the various factories, over and above the market price prevailing at date of shipment.

California continues to be our best market, between 65 and 66 per cent of our cheese being shipped to that State.

All cheese placed in storage has been dropped off, and we are now short 1,000 cases of having enough cheese to fill orders. It has not been thought wise, however, to raise our asking prices, and this for various reasons.

We have been having the local

feed mill take care of our feed business in that we have been using its warehouse and it has been doing custom work for us. At this time we have fairly large contract outstanding for mill feeds, grain and hay and at this time all could be closed out at a good margin of profit. However, this association did not go into the feed business with the idea of any large profit, so we shall continue to sell at moderate margin over costs.

The attendance of the Directors continues good, the average attendance during the year 21 per meeting.

We have been operating the office with a minimum of expense, less than three persons being employed as an average during the season. This includes what assistance we need to run the feed business. I have thought, however, that it would be profitable for me to put in a little more time with the buyers. The past year both Mr. Clausen and I made a trip to Los Angeles and San Francisco in the interest of the association, otherwise a few trips to Portland were all the time devoted to the sales end besides what was transacted by telephone, telegraph, correspondence and the brokers.

The matter of Wisconsin competition is continually before us, and it has seemed that it would be a good idea to have a better acquaintance with some of the larger Wisconsin dealers. A personal visit to that State could not fail to bring about a closer working acquaintance, and this is submitted to you for your consideration and attention.

Following is a detailed report of expenditures and receipts for 1921:

| Income | |
|--|--------------------|
| Amount on hand at beginning of year | \$ 342.09 |
| Assessments | 47,564.59 |
| Other income | 1,845.44 |
| | \$49,752.12 |
| Expenditures | |
| Advertising | \$26,358.86 |
| Telegrams & telephone | 700.60 |
| Office rent | 540.00 |
| Insurance | 1,684.60 |
| Taxes | 46.95 |
| Losses paid | 207.76 |
| Directors, 1920-21 | 3,037.25 |
| Secretary-salesman | 5,827.50 |
| Clerical assistance | 3,932.15 |
| Cheese Inspector | 4,800.00 |
| Postage | 192.82 |
| Miscellaneous | 1,147.27 |
| Farmers' Warehouse | 1,012.50 |
| Furniture & Fixtures | 150.64 |
| Misc. supplies & freight | 633.51 |
| 1922 expense account | 275.00 |
| Cash on hand this date | 120.16 |
| | \$50,667.77 |
| Less depreciation and supplies on hand | 915.65 |
| | \$49,752.12 |

Following is a financial statement:-

| Resources | | Liabilities | |
|---------------------------|--------------------|---------------------------|--------------------|
| Furniture & Fixtures | \$ 2,293.97 | Due association | \$10,500.00 |
| Supplies on hand | 267.53 | Carl Haberlach, Loan | 4,203.24 |
| Cash on hand | 120.16 | First National Bank | 500.00 |
| Due for freight, etc. | 833.31 | Betcher Milling Co. | 483.50 |
| 1922 expenses paid | 275.00 | Other dues | 807.73 |
| Feed account, advance | 10,500.00 | By balance | 3,010.23 |
| Profit in feed account | 3,010.23 | | |
| Farmers' warehouse | 1,722.08 | | |
| | \$19,022.28 | | \$19,022.28 |
| Liabilities | | Resources | |
| Capital Stock outstanding | \$15,000.00 | Feed in warehouse | \$ 3,750.00 |
| Due factories | 691.94 | Feed in storage elsewhere | 8,162.50 |
| Surplus | 3,330.34 | Feed in Bettcher mill | 4,756.20 |
| | \$19,022.28 | Cash in bank | 638.07 |
| | | Accounts due us | 2,195.07 |
| | | Other assets | 102.86 |
| | | | \$19,604.70 |

COMPARATIVE FACTORY STATEMENT

| Name of Factory | Lbs. of Milk | Lbs. of Cheese | Amount sold for |
|-------------------------------|-------------------|------------------|-----------------------|
| The Tillamook Creamery | 6,693,078 | 768,817 | \$177,535.27 |
| Maple Leaf Creamery | 6,352,500 | 734,127 | 169,616.10 |
| Holstein Creamery | 5,149,014 | 547,974 | 128,047.48 |
| Mohler Creamery | 4,285,528 | 471,605 | 110,233.91 |
| South Prairie Creamery | 4,296,414 | 468,421 | 108,232.97 |
| Red Clover Creamery | 3,313,279 | 365,243 | 83,754.74 |
| Three Rivers Creamery | 3,183,383 | 354,835 | 81,085.45 |
| Clover Leaf Creamery | 2,639,226 | 288,624 | 63,840.57 |
| Cloverdale Cheese Co. | 2,490,499 | 278,556 | 64,936.55 |
| Fairview Dairy Assn. | 2,367,517 | 283,459 | 66,136.14 |
| Long Prairie Creamery | 2,392,561 | 268,481 | 61,578.26 |
| Central Creamery | 2,162,950 | 239,144 | 55,193.39 |
| Oretown Cheese Co. | 1,985,499 | 223,677 | 51,502.71 |
| Cold Springs Cheese Factory | 1,650,489 | 181,857 | 41,431.13 |
| Meda Creamery | 1,323,350 | 154,998 | 34,197.77 |
| Beaver Creamery | 1,296,065 | 144,143 | 33,933.91 |
| East Beaver Cheese Co. | 1,251,644 | 143,747 | 33,429.09 |
| Pleasant Valley Cheese Co. | 1,225,660 | 139,592 | 31,149.15 |
| Elwood Creamery | 1,077,515 | 127,946 | 28,943.84 |
| Neskwon Dairy Assn. | 1,075,194 | 120,732 | 27,217.58 |
| Miami Valley Creamery | 892,986 | 105,297 | 24,351.38 |
| Alder Vale Creamery | 875,774 | 91,200 | 21,868.38 |
| Upper Nestucca Cheese Factory | 775,192 | 84,441 | 20,792.03 |
| Blaine Creamery | 635,376 | 72,234 | 16,854.45 |
| Sand Lake Creamery | 561,429 | 63,743 | 14,668.93 |
| | 59,952,123 | 6,722,893 | \$1,550,331.18 |
| Received from whey cream | | | 24,005.58 |
| Received from whey butter | | | 2,655.20 |
| | | | \$1,576,991.96 |

Amounts for the Past Thirteen Years

| Year | Lbs. Milk | Lbs. Cheese | Amt. Sold For | Yield |
|------|--------------------|-------------------|------------------------|-------|
| 1909 | 23,416,524 | 2,541,057 | \$ 400,044.84 | 10.75 |
| 1910 | 23,639,644 | 2,506,612 | 386,135.81 | 10.70 |
| 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 | 38,603,101 | 4,335,817 | 726,911.00 | 11.23 |
| 1917 | 44,901,303 | 4,974,328 | 1,188,052.13 | 11.23 |
| 1918 | 45,100,156 | 5,036,900 | 1,352,694.38 | 11.16 |
| 1919 | 53,522,289 | 6,091,259 | 2,007,500.00 | 11.38 |
| 1920 | 56,749,190 | 6,436,600 | 1,937,956.15 | 11.36 |
| 1921 | 59,952,123 | 6,722,893 | 1,576,991.96 | 11.21 |
| | 500,502,256 | 55,720,548 | \$12,126,950.36 | |

The Inspector's report will show that the number of seconds the past year will not be over half the number made during 1920. This is certainly a good showing and speaks well for the grade of milk delivered to the various factories and the care exercised by the cheese makers. This brings the per cent of seconds produced, compared to the total production, down to .00423. This is undoubtedly a better showing than a similar amount of cheese produced anywhere.

Needless to state it will be necessary to still better the quality of milk delivered at the factories if the present spread of cheese prices over other markets is to be maintained. To do this it will be necessary to eliminate the present brand from all cheese made from three day old milk. That would force a number of factories to operate every other day.

While the above might appear to operate against the smaller factories, yet the total amount lost to the smaller factories if no brand was placed on the three day milk cheese would probably not exceed three to four thousand dollars. The stale cheese hurts our reputation many times that amount. Only about one year ago we eliminated all four day milk and the present calls for still closer work along the above lines.

The relations between the office, directors, stockholders and patrons have been pleasant all along the line. Many people have used the offices for work relating to dairying, but this has in no way interfered with our work. The offices afford a fine place for meetings of the testing associations, water companies, breeding associations, etc.

During the year the capital stock of the association has been increased to \$25,000.00, with \$15,000.00 paid in. It is probable that the balance will be needed during the summer months to take care of storage charges, freight on cheese in storage, etc. I think that when the dairymen generally understand the scope of the work now carried on by this association, they will readily see the needs of more adequate financing. However, we will have no trouble obtaining the needed finance if we keep away from wild cat schemes.

REPORT OF THE DEPUTY DAIRY & FOOD COMMISSIONER

(By D. R. Tinnerstet, Deputy Dairy and Food Commissioner.)
Dairying in the past year in Tillamook County

(Continued on page 3, col. 1.)

TILLAMOOK-PORTLAND Cadillac Stage Line

ANNOUNCEMENT

For the comfort of our patrons we have installed electric heaters in all our cars. We protect you by careful drivers and \$40,000 accident insurance. Remember you can call us on either phone. We will call at your home for you. Stage to Pacific City also. This line is owned by Tillamook men.

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Leaves Tillamook Hotel Leaves Portland Terminal

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Complete Set of Abstracts of the Records of Tillamook County

TILLAMOOK OREGON

Good values in groceries can always be obtained at The Satisfaction Store. This week we have a few items priced especially low in order to clean up certain lines.

We will sell you Monopole Syrup in large bottles regular, 60c, now 40c; Uncle John's Maple Syrup, one-half gallon, \$1.30; one gallon \$2.50.

Great American Coffee, regular 45c now 30c per can. Flake White Shortening, 4-lb. pails, reg. 80c now 60c. Duck Soap, regular 5c now 8 for 25c.

Oregon Beans, 25 lbs for \$1.00.

Fine Superb Brand Plums worth 25c per can, now 15c.

Good Petite Dried Prunes, 25 lb. box for \$1.75.

We have only a limited supply of the above lots so do not delay.

E. G. ANDERSON

"The Satisfaction Store"

KILL RATS

SCIENTIFICALLY

with AZOA (Rat Virus)

Azoa is the virus of a disease peculiar to rats and mice and in a majority of cases, inoculation will produce this disease and consequently destroy the pests.

This new scientific exterminator has no effect on poultry, cats, dogs, horses, sheep, cattle or rabbits, so can be used with safety in the home or on the farm.

Raising rats is a losing business, so why not exterminate them?

Fifty cents the package

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Tillamook, Ore.

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