

## News from Dairy Farmers of Scotland

### **A message to all dairy farmers**

Dairy Farmers of Scotland are still very much alive and kicking and have been working hard with others behind the scenes.

To date there are 600 farmers behind Dairy Farmers of Scotland (DFOS) and that's a strong base to build on.

Whilst that's a good response, we know that this network has to cover more than just Scotland, and have been talking with like minded farmers in England, Wales and Ireland and together, with the support of existing farming bodies, we hope to form a UK alliance/network of dairy farmers in the near future. We have also been invited to join EU producer group discussions.

Dairy farmers now have the support of the public; the sympathy of politicians; and the supermarkets (and many processors) have increased the retail price of milk from the beginning of March, even the MCVE (Milk for Cheese Value Equivalent) for March is 21.31ppl - the highest value since November 2001<sup>1</sup>.

All the excuses that milk buyers have historically used in the past to pay us a low price are now in the farmers' favour - world markets; strength of sterling; intervention stocks; value of cream; cheese values; the list goes on...

Yet we *still* struggle to get enough to cover even our costs of production. **No other business sector would think of selling their produce at less than cost of production for sustained periods.**

The only people that can change this are **dairy farmers themselves, nobody else will do this for us**, and the only way we can do this is to **stand together**. This can happen - we've proved it at every DFOS meeting held to date.

With farmer unity we can open the way for real negotiation providing real support for those that negotiate on our behalf, be it with direct suppliers or cooperative groups.

Get behind your producer group's negotiators, demand that they do not accept a price that is less than cost of production and then support them all the way to get it.

The facts are that in this world **we don't get what we deserve we get what we negotiate.**

Any dairy farmers wanting to add their support to DFOS can contact Doris Robertson on 07979 315083 email: [doris.robertson@dfos.co.uk](mailto:doris.robertson@dfos.co.uk) ; Iain Smith 07734 327873; Ross Kinnaird 01592 840248 ; Jim Clark 07946 344255; Alister Laird 07710 405382 or via our website [www.dfos.co.uk](http://www.dfos.co.uk)

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<sup>1</sup> Source: MDC Dairy Market Update published 30 Mar 07  
<http://www.mdcdatum.org.uk/PDF/30%20March%2007.pdf>