MUCH FARM PRODUCE IS MARKETED DIRECT

Many Farmers Are Making Good Use of Motortrucks.

Producers Living Near Cities Often Can Sell Advantageously to Consumers—Middleman's Profit Is Eliminated.

A large amount of farm produce is marketed by the use of motortrucks. While a relatively small amount of this marketing is done direct to consumers, many persons have made use of motortrucks in their direct marketing. Producers who live near to cities often can market advantageously direct to consumers if they obtain orders for sufficient produce at one time to warrant the use of a truck. This can be done especially in seasons when consumers desire sufficient apples, potatoes and similar articles for a winter's supply.

A man who lives near Providence, R. I., for several months every autumn obtains orders for sufficient produce to require two or three trips a week with a motortruck. His orders are obtained from old customers and by advertising. Double or return postal cards are sent to old customers. The first half of the card gives information and prices, while the return card bears the address of the producer on one side and an order blank on the other. All that is necessary for the consumer to do is to fill out the blanks with proper quantities, prices and total amount, sign his name and address, and mail the card.

New customers are obtained by the recommendations of old customers and by advertising. Small but attractive advertisements are placed in newspapers. Consumers are requested to order by postal card or telephone. Payment for produce is collected upon delivery.

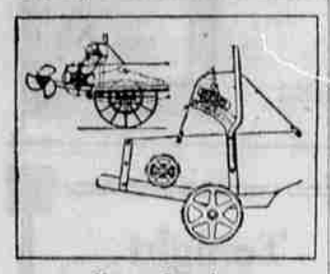
The loads of produce average about one ton in weight. Apples, potatoes and cider are the principal articles sold. About 15 or 20 stops on routes about 25 miles in length are made in disposing of a load of produce.

This method of marketing requires more time than to market wholesale, but many persons who are located favorably, can market in this way at a slight additional expense and deliver to the consumer produce which is loaded at the farm and not handled until it is delivered in the consumer's cellar. In this way less waste occurs than in many other methods of marketing.

HANDLING MANURE SPREADER

Implement Shown in Illustration Is Lowered or Raised According to Nature of Load.

The new feature of the spreader shown in the illustration is that the upper beater can be raised or lowered according to the nature of the manure.



Manure Spreader.

It is lowered when the spreader is loaded shallow with heavy manure, and it is raised when the spreader is loaded high with light manure.

RATION FOR EGG PRODUCTION

Combination of Corn, Bran, Middlings and Tankage Is Recommended for Hen Flock.

A practical ration for good egg production is mash and scratch grains as follows: Make up a grain ration of 18 pounds of corn and 7 pounds of mash. Mix up 5 pounds of bran, 5 pounds of middlings and 3 pounds of tankage. The birds should eat the 18 pounds of mash while consuming the 25 pounds of scratch grain. If meatscrap is used in place of tankage, use 3½ pounds, since it contains 10 per cent less protein. Feed only one-third of the daily grain ration in the morning in deep litter. This encourages the hens to eat the mash. With scratch feed, fill up their craws just before they go to roost and this should last them about twelve hours.

INCREASE OF DRAFT HORSES

Larger Number on Farms Shows How Agricultural and Transportation Needs Are Growing.

The United States census for 1910 revealed 19,833,000 horses and 4,210,000 mules on farms. The Department of Agriculture estimate for January 1, 1920, shows 21,100,000 horses and 4,995,000 mules on farms, or an increase of 1,276,000 horses and 785,000 mules in the last decade. Besides this we exported, during the nine years ending June 30, 1919, 1,149,701 horses and 376,836 mules. The rise in prices for good draft horses and mules, in spite of the existence of more than 21,000,000 horses and almost 5,000,000 mules on farms, indicates how agricultural and transportation needs are growing.

His Detachable Nose.

Kipp B. writes that this excuse was [illegible] by a local schoolgirl [illegible] Teacher: "Please excuse Willie's absence last Friday, as he had to go to the hospital after his nose was [illegible]."—Boston Transcript.

De Valera Addresses Irish Throng

Eamona de Valera, former president of the Irish republic, is continuing his agitation for complete Irish independence. Here he's shown addressing a street gathering at Enniscorthy.

Copying Aunty.

Dorothy's Aunt Louise is an operatic singer, and after a visit to the city where the aunt lives the family heard Dorothy screaming frightfully. They rushed to her aid, only to be told: "Nuffing is the matter. I'm singing like Aunty Lou."

RAGS Wanted at The Observer.

For Utmost Corset Satisfaction be Fitted to "La Camille"

—No squeezing of organs; no pressure; defects of figure corrected; a perfect foundation for your gowns.

—This in addition to the comforts afforded through the exclusive "La Camille" features; No pressure on spine; no cutting by lacers; no pinching of clasps; no digging of stays at top—but freedom, ventilation, satisfaction.

—A complete line of the different model's always on hand. Prices $2.50 and up.

Mrs. Robt. Pattison
Corsetiere

Res. 1702, Cor. Spring & Oak
Phone 322-W

"BILL" HANSEN
Contractor and Builder
Brick, Stone, Tile and Concrete Work

Remodeling and general contracting. No job too large, none too small. No war-time prices. 35 years' experience. See me before you let your work.

1102 N. St. Cor. N & 5th

--We Offer--

A Fine Home

In very choice location. House has 5 rooms, bath, good furnace, fire place, good garage. $4000.00.

A modern home of 5 rooms and an attic that can be made into fine rooms, full basement, fire place furnace, new garage. $3600.00.

A 6-room house, old but good modern, has 2 lots, good location. $500.00 cash, balance $35.00 per month. $3,500.00.

A good home, 5 rooms, bath, cement cellar, woodhouse, garage, 2 good lots. $2,845.00.

Good 4-room house, small lot, in good location, city water in house, house in good repair. $1,000.00.

Vacant lots at prices to suit you. Come in and see.

La Grande Investment Company

1113 Adams Ave. Phone Main 762

Two Recipes for the Most Appetizing Desserts You Ever Tasted

—and see how easy these are to prepare

PINEAPPLE FRITTERS

1 cup Flour
2 tablespoons Kingsford's
1 teaspoon Baking Powder
½ teaspoon Salt
2 Eggs
½ cup Milk
2 tablespoons Karo
1 tablespoon Mazola
8 slices of Pineapple

Sift the dry ingredients. Beat the eggs thoroughly, add the milk, Karo and Mazola. Stir the liquids into the dry ingredients. If fresh pineapple is used, wash, pare and slice thin and with apple corer remove the centre. Dip in batter, remove with fork and fry in deep, hot Mazola. Drain on paper and dust with sugar. If canned pineapple is used it is well to cut the large slices in half and then split with sharp knife, making four fritters from one slice of pineapple. The syrup or fruit juice is heated and thickened with a little Kingsford's Corn Starch and served around the fritter. Or put a spoonful of Karo (Crystal White) over the fritter and sprinkle with shredded cocoanut.

KINGSFORD'S CORN STARCH PUDDING

2 cups scalded Milk
¼ teaspoon Salt
¼ cup Sugar
2 Eggs
½ teaspoon Vanilla
4 level tablespoons Kingsford's Corn Starch
1 oz. Chocolate melted (optional)

Mix the corn starch with a little cold milk. Stir the hot milk slowly onto the corn starch and stir over water until it thickens. Cook fifteen minutes. Beat the eggs slightly, add the sugar and salt. Add the corn starch mixture to the eggs, and cook, stirring constantly, one minute longer. Remove from fire, add the vanilla or melted chocolate as desired. Serve cold with cream and sugar. (Serves six persons.)

FREE: Ask your grocer or write Johnson-Kabes Co., Portland, Ore. for beautiful folder of the new Kingsford Corn Starch recipes

America's Favorite Since 1848

Brenlin
the long-wearing window shade material

Window shade material
that won't show cracks and pinholes

Get good shades—made to *wear!* Ordinary window shades don't withstand the constant wear, the strains and pulls of everyday usage. They show cracks and pinholes. They fade and sag and make all your windows look dilapidated.

Brenlin window shades are different. They stand everyday usage—and hard usage twice as long as ordinary shades!

How to test the durability of shades before you buy

Fold a piece of ordinary shade material. Open it up and hold it to the light. All along the fold there will be cracks and pinholes. Now come and let us give you a piece of Brenlin, the long-wearing window shade material, to fold. Open it up and hold it to the light. Not a crack or pinhole in it!

And the secret of it is, Brenlin window shades are made right! They're not a cheap material like the ordinary shade, coated over by chalk and paint that cakes and falls out with a few gusts of wind.

They're made of a fine, closely woven cloth, with no filling of chalk or clay or anything else. The cloth is covered only by the finest of colors in a great variety of attractive mellow tones. Consequently, the finished shades remain so flexible and soft that they don't break and show cracks and pinholes.

How to be sure you're getting Brenlin

Ask us to show you Brenlin shades. Look for the name perforated on the edge of every yard.

Come in today and let us show you at what small cost we can furnish you with Brenlin window shades. Their durability makes them a wonderful economy.

W. H. Bohnenkamp Co.

La Grande, Oregon, May 1st, 1922.

To Our Customers;

After June 1st, we request that all our customers please save their sales slips, as we do not again itemize. We have been for the past three years using a Burroughs Bookkeeping Machine on our Wholesale and General Ledger accounts and have decided to handle all our retail accounts in the same manner. This machine is similar to that used in the banks. We believe this machine will expedite our accounting and make it possible for us to give you the best service in your accounts with absolute accuracy.

However, should you have any missing slips we will gladly furnish you duplicates, as we retain all original sales slips in our files.

Very truly yours,

The Grande Ronde Meat Co.

WANT TO BUY OR SELL SOMETHING?—TRY AN OBSERVER WANT AD

20 Years Without Recognition

Medical Springs, May 9, 1922.

Mr. A. C. Hess,
North Powder, Ore.,

My Dear Sir:

Rest assured that the people of Medical Springs are awake and alive to the neglected interests of the south end of our county. It is a matter talked over and decided on without making any great noise about it. We are alreay on the job and will be there with both feet on the 19th and do our part.

Look after the other precincts. I feel that La Grande is friendly to the south end of the County and if they wish to keep down the agitation and annexation to Baker County they must give us some recognition other than sending us a deputy assessor once a year.

Yours for success,

DUNHAM WRIGHT.

North Powder, Or., May 13, 1922.

Twenty years without recognition is too long. It arouses indignation and discontent.

BEN F. EVANS,
Mayor of North Powder

(Paid Advertisement)

WANT TO BUY OR SELL SOMETHING?—TRY AN OBSERVER WANT AD

Turn the Corner and Save a Dollar

Picnic, outing and fishing time is here.

This is the place to outfit. You may not save a dollar on every article but you will save a few cents on every article and this will soon make the dollar.

Why not take advantage of this saving. Others do, why not you?

J. G. HOLM
GROCER
Quality and Service
—FREE DELIVERY—
CALL MAIN 43

Brunswick

THE BRUNSWICK STANDS FOR THE PARAMOUNT OF PERFECTION

EVERY Brunswick embodies the knowledge and experience of an organization which devotes itself to making the Brunswick the MOST DESIRED ASSET of any home.

Enjoy the world's greatest artists in your home at a small initial payment and Easy Monthly Terms.

Come in and we will be glad to demonstrate a Brunswick to you today.

Remember Mother on Mother's Day with some choice selected Brunswick Records.

13015—"Mother O' Mine," by Theo Karle.
2088—"Love's Old Sweet Song," by violin, flute and harp.

Eastern Oregon Music Company

Open Evenings Till 9:30