

TRACTORS, COMBINES PLAY MAJOR PART IN VALLEY HARVESTING

Not so many years ago harvesters and tractors were unknown in this part of the country but now, riding through the valley, will find few horse drawn implements in comparison with the gasoline-engine driven variety.

At present, several companies sell tractors and combine harvesters in this city, including the Hunting Tractor company, Perkins Motor company, W. H. Bohnenkamp company and the Oregon Hardware & Improvement company.

It was in March, 1911 that the Hunting family moved to La Grande. At that time C. W. Hunting was employed as a salesman for the Holt Manufacturing company to sell the Holt combined harvester in this district.

The Holt harvester had just been introduced in the Northwest and there were only two in the Grande Ronde valley, owned by Jeddifer & McKinnon, of Alsea, and E. B. Buckman, of Imbler. That same year the first "Caterpillar" tractor was sold here.

Farmers were at first skeptical of power farming machinery and the combined harvester to be used in some extent on the sand ridges but it was thought that the majority of the acreage in the valley would always be harvested with the old header and binder and stationary threshing methods. This year, the record crop in the valley is being harvested almost entirely with combined harvesters and a majority of these are being drawn with tractors. Unquestionably, power farming machinery is here to stay, and the "Caterpillar" tractor and Holt combined harvester, pioneers in their respective lines, lead the procession they started, Mr. Hunting says.

Used in Woods

In 1926 the "Caterpillar" tractor was first introduced in the woods for logging in this area. The models used for this purpose at that time were the artillery type developed and built in large numbers by the Holt Manufacturing company for use of the Allied armies during the World war. At about the same time tractors were beginning to be used extensively for road building and general construction work. Today, the "Caterpillar" tractor is largely used for the heavy power requirements of logging and road building in this area.

C. W. Hunting has been associated continuously with the sale of the "Caterpillar" tractor and the Holt combined harvester since first coming to La Grande in 1911. Needless to say is gives him personal satisfaction to see the methods he has advocated all these years adopted with such success in this area.

In 1925 the Holt Manufacturing company and the C. L. Best Trac-

tor company were merged into the Caterpillar Tractor company. This company builds the "Caterpillar" tractor exclusively and a subsidiary company, the Western Harvester Co., build the "Holt" harvester, exclusively. With the organization of the Caterpillar Tractor Co., the Hunting Tractor company was organized to accept the dealership of the "Caterpillar" tractor and "Holt" harvester for Eastern Oregon and Southern Idaho. All of the stock of the company is owned by the Hunting families and Mr. Hunting and his son, Clyde E. Hunting, devote their entire time to the business.

Sales Volume Large

The sales volume of the Hunting Tractor company was very large from the start. While this company has been in operation slightly less than two years, sales are already in excess of \$500,000.

The main office is located in La Grande. Branch offices are maintained in Holbe and Pocatello, Ida., and salesmen and servicemen cover the entire territory. Nine persons are regularly employed by the company but at times the personnel of the organization consists of more than twice this number of employees to take care of seasonal rush business.

It is the policy of the company to carefully analyze every prospective use for the "Caterpillar" tractor. It is the company's belief that its business can be built on a permanent basis only through the successful and continuous use of the product it sells. Consequently, painstaking care has been exercised in choosing the person-

RETAIL LUMBER COMPANY



The Claude C. Pratt company, at 1802 Cove avenue, is one of the leading retail lumber firms of this city and has made a very rapid growth in the last several months. This picture shows only a part of the company's buildings.

nel of the organization. Each member is a trained specialist in his particular line of work.

As a result, each "Caterpillar" installation stays on the job. Mr. Hunting declares. It is the boast of the company that every "Caterpillar" owner in its territory is a "Caterpillar" booster. This condition has been brought about, not only through careful analysis of intended "Caterpillar" installations but through helpful suggestions to owners after the machine is on the job.

Perkins Company

The Perkins Motor company, in connection with the sale of Feeds and Lincolns, has worked up a big field in the sale of the Fordson tractors. Business this year has been unusually good because of the prospects for a heavy crop. Farmers are turning to tractors for farm work in place of horses very rapidly, declares W. C. Perkins, head of the company. A special

tractor department is maintained with an exclusive tractor man in the territory, who is prepared to give the service at all times. Since last November, the Perkins Motor company has also been agents for the Chasner combine harvesters, twelve of which have been sold and delivered to date.

The W. H. Bohnenkamp company, which is described elsewhere in this issue of The Observer, handles the International harvesters, and the Oregon Hardware & Improvement company, also described on other pages of this edition handles the Case harvesters.

Everything comes to him who waits, but it is the man who goes after it who finds it coming to him.

You can write your own checks about the equinoxial storms over Chicago on Sept. 22.

A UNION COUNTY HIGHWAY



Here is a picture of a Union county highway, ranging through a typically wooded area. Such drives as this are found in many parts of the county around the edge of the Grande Ronde valley and through the mountainous sections. Smooth gravel and sometimes oiled roads make motor-ing a pleasure coupled with the wonderful scenery.

CONSTRUCTION BUSINESS LARGE

Several Companies in La Grande Prosper—Quality Work Featured

La Grande, with several flourishing construction companies, secures some of the best work in the country on highways, municipal projects, etc., inasmuch as every firm and contractor here places quality first.

The Security Construction company, of which E. N. Sturgill is president and W. C. Sturgill secretary-treasurer, does county, state and federal government highway construction work which reaches an annual business volume of from \$200,000 to \$400,000 with business close to \$2,000,000 since organized seven years ago. One of the major payoffs of the city goes out from the company with an annual expenditure of from \$50,000 to \$75,000 in wages for the 400 men who, all told through the year, receive employment from the Security Construction company.

In excess of \$50,000 is expended annually for supplies. These figures give some idea of the vast amount of work which the company turns out each year. Since their organization in 1920 when the company was incorporated for \$10,000, the Security Construction company has built the Calhoun hill section of the Old Oregon Trail, the Hot Lake-Union and Union-Telecast sections, the Main-Midway highway, the Hilliard-Straley section, has done the work on Catherine creek, built the highway from Baker to Nelson, which is a 27-mile stretch, 25 miles on the Austin-Unity stretch on the John Day highway, the Missouri Flat stretch on the Medical Springs highway, the Arlington-Shular highway, and practically all the work around Condon as well as other large jobs.

Three projects are under construction at present, the Enterprise-Flora highway the highway between Burns and Canyon City, and the Wapinitia highway back of Mount Hood.

Between 75 to 150 men are in employ at all times. Messrs. Sturgill are both local men, E. C. Sturgill making Union his home where he owns a garage while W. C. Sturgill is a resident of La Grande. The Sturgill brothers are also owners of the Perkins Motor Company building. E. Marks has been bookkeeper for the company since 1921.

C. R. Selts, contractor, road builder and general construction, has one of the best equipped plants for construction work in all Eastern Oregon and his business interests here have grown to a remarkable extent since he started his business in La Grande five years ago. At present Mr. Selts specializes

HUNTER & BOHNENKAMP RESIDENCE MORTUARY



This architecturally perfect building, located on Spring avenue between Sixth and Fifth streets, is one of the very attractive residence chapels in the city of La Grande. Built only about four years ago, it was recently remodeled. Here, too, charming surroundings add to the general appearance. It houses the Hunter and Bohnenkamp mortuary.

in construction work, supplying crushed rock and in contract projects.

Outside of the state highways he has built most of the county roads which have been established since 1922, and in every instance his work has been of the highest character, which has been a very important factor in his rapidly increasing volume of business.

In La Grande Mr. Selts has constructed all of the macadam streets

including concrete curbs and sidewalks which have been built of recent years.

His quarry is located near the Oro Dell overhead crossing and is one of the finest in this part of the state. A modern road and gravel plant is located in La Grande, near the Riverside park bridge. Ordinarily Mr. Selts employs from 10 to 15 men, using teams and trucks.

His equipment includes large automobile trucks, tractors and

blades. This year Mr. Selts also added gas shovels, which augmented the efficiency of his equipment to a great degree.

For the past three years, E. H. Hartenbower and Fred Spaeth have been engaged in cement and sewer construction in La Grande. Work which they have done in the three years of operation includes sidewalk and paving construction as well as a number of sewer projects not only in Eastern Oregon but in Idaho. As high as 40 men are employed on the construction jobs, while an average of 25 is usually maintained.

Mr. Spaeth carries on a large plumbing business in addition to the construction work, which has grown extensively since its organization. Mr. Hartenbower is also in partnership with his brother, Fred Hartenbower, of Idaho. Messrs. Hartenbower have conducted their large construction business successfully for a number of years. Some of the contracts which they have fulfilled here include the pumping plant, part of the lighting system contract, and the sewage disposal plant.

The Concrete Pipe Co., located on the Grande Ronde river, near Island City, does a heavy business in pipe construction. Their factory equipment is up to the minute and their volume of work in the factory unusually heavy. Pipe for highway and all kinds of construction is manufactured. H. E. McGabrey is manager of the company.

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