

Lincoln County Leader

OFFICIAL COUNTY PAPER

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Mr. Nash's Letter.

Editor LEADER:—I finished my first letter with the question, "Is the net profit or net return for your year's work on what we raise and sell all it should be? If not, why not?"

And I promised answers to the questions which have been made by others, in the hope that we might find some of them good for us.

And I finished by urging readers to obtain a copy of the recent O.A.C. bulletin by Prof. Bexell, which, I see bears the title, "The Business Side of Farming. Part 1, Farm Records."

Now before we go any further with our question and its answers I must assume that each one interested keeps some kind of accounts. Without this every farmer and rancher is as far at sea in his affairs as any storekeeper or any manufacturer in the land. Unless we have a record of what we spend and of what we receive, and of what we have at the beginning of the year and at the end of the year, how can we possibly tell if we have made what we ought to?

We don't need the college Professor to tell us that—it is self evident, is it not?

In case any reader has not got a copy of this bulletin I will put into the shortest words I can what Prof. Bexell says, on page 8, about what kind of a record or account every farmer should keep:

"A plain, simple, straightforward history of his business."

What his crops and live stock have cost him to produce, and what they have returned, or paid, to him. Also what are his personal and household expenses.

And last, but not least, what the farmer owned at any one certain date—that is at what sum he valued then his farm, working tools and outfit, and his live stock and crops (whether in the barn or in the ground) and what money he had in hand, or was owing to him, and, on the other side of the account, what he owed. To make this account or statement of real value it must be made up to some set day (say January 1st or April 1st) and be followed by a like statement made out on the same day of the next year. The difference between the two statements will show a man how much he has made or gained during that year. The items of the running account of receipts and payments during the year will show if the receipts have been what they should be, and, on the other side, what it has cost to get those receipts into the farmer's pocket.

But I must assume that every reader of this letter who is interested as farmer, stockman, dairyman, orchardist or gardener has kept, or will keep, such a simple account of his affairs as is described. Without it he cannot know and can only guess or estimate whether he is making—that is getting in cash or property into his possession—what he ought for his labor or his property sold or traded.

Let us take the farmer first, then the stockman, then the dairyman, and lastly the orchardist. Some of us may do business in all four lines. In Lincoln county we are not tied down to one product of our lands,

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though one interest in one may take much more of our time and attention than the others. Fortunately for us what we get in products or in money from dairy, farm, orchard or garden may very well help on all the other industries in the list.

But for my present purpose we will consider each by itself. As farmers, then, we have to market oats, potatoes, eggs, chickens, hay, and possibly other things as well.

How do we set about our sales?

The quantities of each are so small that we cannot afford to ship them ourselves to any distant market. Perhaps we trade or sell them to our neighbors who may be short of something of which we have a surplus. And the prices we set by guess, for neither buyer nor seller knows how the market prices of the day may stand. Or, generally, we haul our stuff to the store where we usually trade. This we do when we get ready, and take the chances of high or low prices which the storekeeper on that particular day may see fit to pay in money or allow us in trade. The storekeeper has to protect himself, for he buys to sell again, and there must be more than one profit to provide for before the chickens or eggs or potatoes reach the consumer's hands.

As to the dairyman. What he gets for his cream is, as a rule, what the creamery people say is the quantity and percentage of butter fat he sends in at the price that particular creamery chooses to pay. There is absolutely no check that the dairyman can apply, unless he has, and uses, a Babcock tester, or gets help from the Agricultural College (as I know is done by some careful souls) or else sends cream to more than one creamery and compares their prices.

The stockman. In our county hardly any one has more than from ten to twenty head of cattle, or fifty sheep, or ten or a dozen hogs, that he thinks he can sell in any one season. Many of us have to be content with lesser numbers. As to time of sale, that is often settled, not by the will of the seller but by the coming round to the ranch of some buyer or other. This buyer is either a butcher from some small town within a drive, or else a commission man from some other commission man who is making up one or more carloads for the Portland market. Weeks of time may pass

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NOTICE FOR PUBLICATION.

U. S. Land Office, Portland, Oregon.
November 5th, 1909.

Notices hereby given that Emil Theodore Raddant, of Siletz, Oregon, who, on Jan. 20th, 1909, made Timber and Stone Application Serial No. 6609, for section 5, township 13 south, range 9 west, Willamette Meridian, has filed notice of intention to make final proof, to establish claim to the land above described, before Ira Wade, County Clerk, Lincoln County, at Toledo, Oregon, on the 14th day of January, 1910.

Claimant names as witnesses:
A. W. Morgan and Z. M. Derrick, of Toledo, Oregon; George Hodges of Elk City, Oregon and Warren Hall of Siletz, Oregon.
ALGERNON S. DRESSER, Register.

before a buyer comes, and then the stock may have gone off in value, and the long drawn out bargaining may at least end without a sale, and the waiting for another buyer has to go on again. And the seller is always at a disadvantage from ignorance of the rise and fall of the distant market, which really sets the standard price.

This letter is too long, I fear, though all is not said that needs saying to give a sketch of the methods of sale of the small farmer and stockman in use today.

WALLIS NASH.
Nashville, Lincoln County.

Money to loan on real estate. O. MIDDLEKAUFF, Yaquina, Oregon.
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