

Better Farming

AGRICULTURAL DEPARTMENT

Efficient Marketing

COOPERATION FOR MARKETING IS KEY TO REAL SUCCESS

State Market Director Weinstein Tells of Work of the California Market Commission.

BASIS COST OF PRODUCTION

Says Oregon Can Also Secure Wide Markets if Producers of State Will Similarly Organize.

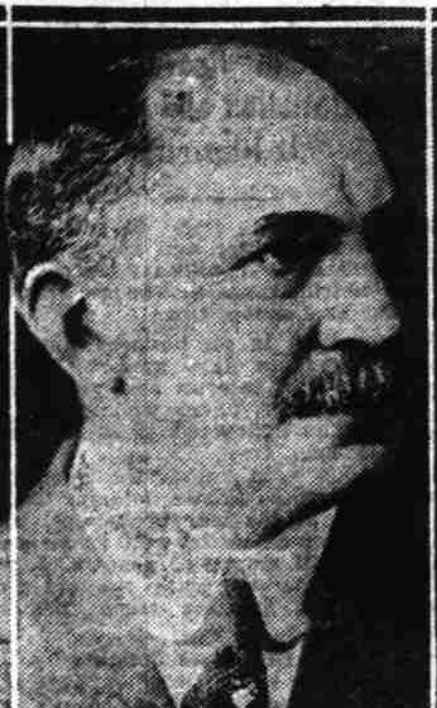
By Colonel Harris Weinstein, State Market Director of California. (Written Expressly for The Journal.) The need was keenly felt in normal times, more especially on the part of the farm producers, for establishing conditions which would make it more nearly possible for the farmer to market his crops under a system that would eliminate waste in the cost of distribution, stabilize prices, give the producer a voice in determining the value of his product, and broaden his market. World experience has shown that these objectives could be accomplished only through organized effort on the part of farmers. The need of achieving all these ends has become emphasized by the critical conditions brought about by the world war in which this nation is taking so active and effective a part.

The federal and state authorities have pointed out that the war would largely be won by food. This has been further emphasized by the secretary of agriculture of Great Britain who in a recent interview, among other things, said that the American farmer is today the most important man in the world; that the battle of Europe is in very truth the food producing fields of America; that the food production of France, Russia, and Canada, of the Scandinavian countries, of Italy, has been seriously diminished and that it is only to the American farmer that world democracy can look to be saved, and that the American farmer in turn is concerned with a remorseless situation due to increased demand for foodstuffs because of the appalling world deficit of foodstuffs, and to the fewer hands now available to cultivate our productive fields.

Must Make a Living The world's experience has shown that there is no better way of keeping the food producer than to make it possible for him to make a living at so doing; and that in order to make a living it is of the highest importance that his marketing shall be done scientifically in order that he may be enabled to secure the largest possible share of the consumer's dollar. As hereinbefore pointed out, this can be done only by organization.

The federal government has been keenly alive to the necessity and to the importance of furnishing leadership to

COLONEL WEINSTOCK WRITES FOR JOURNAL



Colonel Harris Weinstein, authority on cooperative marketing of farm products. State market director of California and organizer of famous cooperative marketing associations of California.

the farmers in order to organize them effectively for marketing purposes and in providing for such leadership, it has rendered the farmers of the nation, and the nation itself, splendid service along these lines. One of the most recent efforts in this direction on the part of the federal bureau of markets was its activity in organizing into an interstate cooperative marketing association the honey producers in the states of Colorado, Wyoming, Utah, Idaho, Oregon, Washington, Western Nebraska, Western Kansas and Montana.

The example which has been set by the federal government has, in my opinion, been wisely followed by the state of California in the creation of a state market commission and in the enactment of a law which, among other things, provides that the state market director shall "promote, assist and encourage the organization and operation of cooperative marketing associations," and shall "endeavor to improve, broaden and extend in every practicable way the distribution and sale of any such California products throughout the markets of the world."

The farmer is slow to organize. What he most needs is leadership. The state of California, in common with the federal government, in furnishing such leadership to the farmers in their efforts to organize themselves along modern and scientific lines for the marketing of their crops, thus enabling them better to standardize grades, ship in carload lots with the fullest marketing information, and to broaden markets through intelligent publicity. In my opinion there is no other one thing that the state of California can do at any time, and more especially at this critical time, than to aid the food producer to keep on producing. The experience in California as well as elsewhere has shown that, as a rule, where farmers have been properly organized into marketing associations, it has stabilized conditions, eliminated marketing evils, broadened markets and added to the prosperity and well-being of the farm producer. These things have all been of benefit as well to the consumer. In the interest of the consumer it is of the highest importance that the food producer shall be kept producing. It

Organization Is Necessary A farm is a business, and crop yields are only one part of that business. Studies in farm management show that a farm to make money must usually have a large business, must have good crops and live stock, and must have these enterprises so selected and organized on the farm that the labor will be kept busy throughout a large part of the year. While it is important that a farmer avoid poor yields, he should not judge the success of his farm by its yields alone.

J. W. VANDEVELDEN & SONS, Roy, Oregon.

Why Buy A. J. C. C. East Sons and grandsons, daughters and granddaughters of Combination Premier 129740, the most noted Jersey Bull on the Pacific Coast, for sale.

Another "Black" International! Aberdeen-Angus Grand Champion... FREE Booklet containing valuable information to hog raisers. Write UNION MEAT CO. North Portland, Oregon

GOOD SEED IS MOST ECONOMICAL IN LONG RUN; SAYS EXPERT

Loss From Planting Poor Seed, He Asserts, Is Within Control of Farmer.

The seed cost per acre of planting good seed is less than the seed cost of planting poor seed. Standard quality of red clover has a purity test of 96 per cent and a germination test of 75 per cent, making the planting value \$1.75 per cent.

This difference in cost is slight in comparison with the loss of time, labor, failure to obtain a good crop, and the introduction of noxious weeds to the extent that often the production of certain crops is difficult or impossible.

Especially written for The Journal by U. L. Upson, Extension Field Assistant of the United States Department of Agriculture.

Observation of the methods of the most successful poultrymen of Oregon, and there are many such, lead to the positive conclusion that there are two fundamentals which cannot be overlooked. The first requisite for success is good stock. By good stock we mean stock that is bred through successive generations to perform the function of egg production.

Records Made on Coast It is of interest to note that the greatest egg records for the year in poultrydom were made on the Pacific coast, by birds entered in the All-Northwest egg laying contest at Pullman, Wash.

HOW TO BEST PREPARE TURKEYS FOR MARKET By C. R. Beckley The price that country-dressed poultry will bring is largely determined by how they are dressed and packed for shipment.

Organization Is Necessary A farm is a business, and crop yields are only one part of that business. Studies in farm management show that a farm to make money must usually have a large business, must have good crops and live stock, and must have these enterprises so selected and organized on the farm that the labor will be kept busy throughout a large part of the year.

For Pork Profits Feed Your Hogs PIG-A-BOO DIGESTER TANKAGE As a balancing ration it puts pork on your porkers quicker and cheaper than is possible with straight and costly cereals.

Roots Supply Succulence The chief function of roots in cattle feeding is to supply a succulent feed. Under general farm conditions the quantity of nutrients grown per acre in root crops is small in comparison to the cost of production.

PORTLAND POULTRY SHOW Better pick out your show birds now.

Commence to get them in condition. If the show is held in January the notice will be short. There will not be much time to lose. See that their poise is right. Teach them to "show themselves off."

NORTHWEST WINS HIGH HONORS IN POULTRY CONTESTS FOR YEAR

Oregon and Washington Poultrymen Have High Birds and High Pens in Competition. The wonderful difference between an ordinary hen and the bird bred to lay, is not for feather or show room points, and the influence such hens may have upon the future of the poultry industry in the United States are matters for contemplating brought out by the national egg laying contests held in this country, closing October 31.

Records Made on Coast It is of interest to note that the greatest egg records for the year in poultrydom were made on the Pacific coast, by birds entered in the All-Northwest egg laying contest at Pullman, Wash.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

COOPERATION-NO. 2

It is of paramount interest to the CONSUMER to make it possible for the PRODUCER to supply a succulent feed. Under general farm conditions the quantity of nutrients grown per acre in root crops is small in comparison to the cost of production.

It is of paramount interest to the CONSUMER to make it possible for the PRODUCER to supply a succulent feed. Under general farm conditions the quantity of nutrients grown per acre in root crops is small in comparison to the cost of production.

It is of paramount interest to the CONSUMER to make it possible for the PRODUCER to supply a succulent feed. Under general farm conditions the quantity of nutrients grown per acre in root crops is small in comparison to the cost of production.

It is of paramount interest to the CONSUMER to make it possible for the PRODUCER to supply a succulent feed. Under general farm conditions the quantity of nutrients grown per acre in root crops is small in comparison to the cost of production.

It is of paramount interest to the CONSUMER to make it possible for the PRODUCER to supply a succulent feed. Under general farm conditions the quantity of nutrients grown per acre in root crops is small in comparison to the cost of production.

It is of paramount interest to the CONSUMER to make it possible for the PRODUCER to supply a succulent feed. Under general farm conditions the quantity of nutrients grown per acre in root crops is small in comparison to the cost of production.

It is of paramount interest to the CONSUMER to make it possible for the PRODUCER to supply a succulent feed. Under general farm conditions the quantity of nutrients grown per acre in root crops is small in comparison to the cost of production.

It is of paramount interest to the CONSUMER to make it possible for the PRODUCER to supply a succulent feed. Under general farm conditions the quantity of nutrients grown per acre in root crops is small in comparison to the cost of production.

TO INCREASE POULTRY AND SUPPLY

Every commercial breeder, every farmer, every backyard poultry raiser, is urged to keep these aims steadily in mind: 1. Keep better poultry. Standard-bred poultry improves the quality and increases production.

TEST YOUR CLOVER SEED FOR WEEDS IF IT IS IMPORTED Oregon Crop Short This Year and Much Seed Must Come From Outside State.

Heavy annual losses occasioned by planting poor seed are within the control of the buyer. Many of our poor stands and weedy fields are the result of planting poor seed.

Poultry Breeder Says Coming Year Will Be Good One J. G. Dickson of Spokane, one of the largest and best known breeders of Rhode Island reds in the Northwest, writes the following letter to The Journal, on poultry prospects of the Northwest for 1919 season:

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

PRODUCERS IN OREGON BENEFIT BY WORK OF POULTRY ASSOCIATION

1,600,000 Dozen Eggs Put in Cold Storage or Sent East to Maintain Prices. The following information regarding the Petaluma Poultry producers is timely and shows what organization properly directed can accomplish:

TEST YOUR CLOVER SEED FOR WEEDS IF IT IS IMPORTED Oregon Crop Short This Year and Much Seed Must Come From Outside State.

Heavy annual losses occasioned by planting poor seed are within the control of the buyer. Many of our poor stands and weedy fields are the result of planting poor seed.

Poultry Breeder Says Coming Year Will Be Good One J. G. Dickson of Spokane, one of the largest and best known breeders of Rhode Island reds in the Northwest, writes the following letter to The Journal, on poultry prospects of the Northwest for 1919 season:

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Check Kept on Cows To Find Whether They Pay for Board

"Girls are making good as detectives among the dairy herds of Oregon," says B. L. Westover, field dairyman of the Oregon Agricultural college, who has charge of cow testing association work in Oregon.

The total pounds of milk produced in October by all cows in associations was 329,393.76 which contained 41,195.99 pounds of butter fat.

DRAG SAW OF OREGON. Best for clearing. Portland Machinery Co. 62 First St. Phone 1514 197.

Hesse-Martin Iron Works, 620-674 N. Taylor St. Engineers, Foremen, Machinists Marine Machinery, Contractors' Equipment Sawmill Machinery

Rasmussen & Co. Makers of Paints and Varnish N. E. Cor. 2d and Taylor, Portland, Oregon

FURNACE ORDER YOUR KADDERLY Now, and we can give you best attention. Don't wait until the cold of winter. We have them in stock and better rivet them. Will last for decades.

J. J. Kaddery 100 FIRST ST. MAIN 1022. IMPROVED DRAG SAW A new idea in the chain, as important as to almost double the value of the machine.

Coast Engine & Machine Works Engine Work, and bring your engine to us. We do things quick, and have had long experience in this work.

Portland Stove Works MANUFACTURERS OF HIGH RANGE Stoves and Ranges ASK YOUR DEALER

Specialty Foundry & Machine Works Small Brass and Iron Castings Contract Work Solicited E. 7th and Belmont N. E. 3406



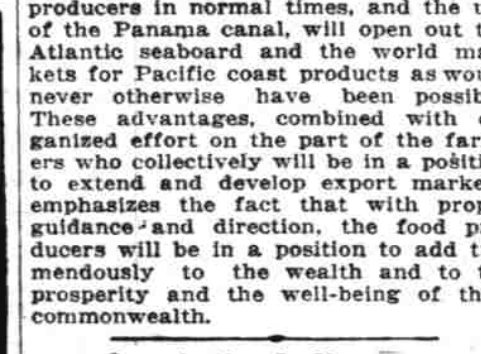
NOTHING DOING Hundreds of farmers are enjoying (?) this experience in the cold weather. Pump frozen up, platform covered with ice, bad fall, a poor way to start a day. Water so cold when you get it that it makes all your teeth ache and it spoils the digestion of your cattle.



You keep the Lamp burning, Turn the Eggs—that's all The "Buckeye" will hatch over 100 chicks in 21 days. Ask for Catalog No. 502

Why Buy A. J. C. C. East Sons and grandsons, daughters and granddaughters of Combination Premier 129740, the most noted Jersey Bull on the Pacific Coast, for sale.

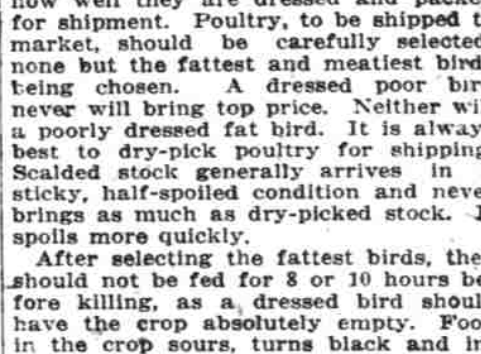
Another "Black" International! Aberdeen-Angus Grand Champion... FREE Booklet containing valuable information to hog raisers. Write UNION MEAT CO. North Portland, Oregon



For Pork Profits Feed Your Hogs PIG-A-BOO DIGESTER TANKAGE As a balancing ration it puts pork on your porkers quicker and cheaper than is possible with straight and costly cereals.

Roots Supply Succulence The chief function of roots in cattle feeding is to supply a succulent feed. Under general farm conditions the quantity of nutrients grown per acre in root crops is small in comparison to the cost of production.

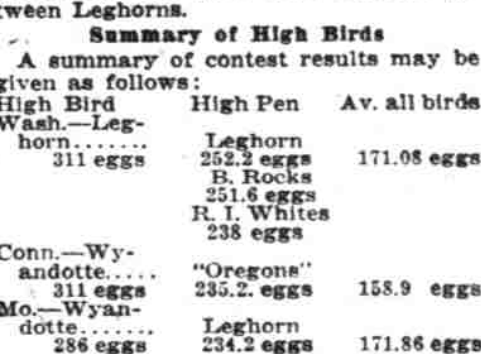
Roots Supply Succulence The chief function of roots in cattle feeding is to supply a succulent feed. Under general farm conditions the quantity of nutrients grown per acre in root crops is small in comparison to the cost of production.



Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

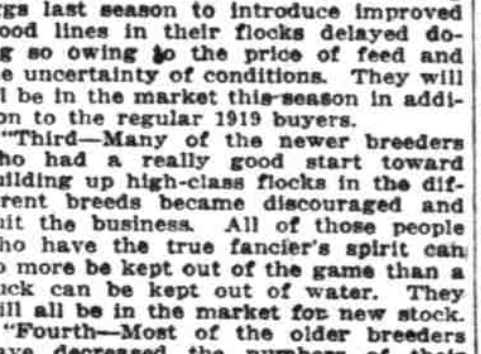
Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.



Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

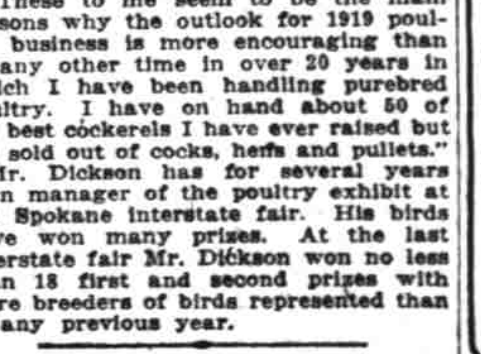
Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.



Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

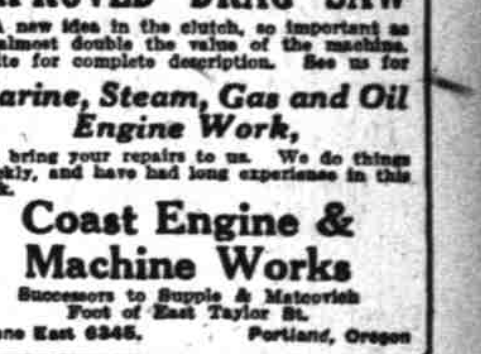
Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.



Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.



Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.

Summary of High Birds High Bird: Leghorn, 252.2 eggs; High Pen: Leghorn, 171.08 eggs; Av. all birds: Leghorn, 251.6 eggs; White, 231. Whites, 231.