

Potato Growers Upstate Have Successful Growers' Association for Marketing

POTATO GROWERS RECEIVE BENEFITS OF COOPERATION

Farmers of Central Oregon Have Been Getting From 35 to 45 Cents Above the Market Price.

VARIETIES, PACK, STANDARD

In 1914 Over 26 Varieties Were Grown; Now Only Two Varieties Best Suited to Soil of Section.

By F. L. Ballard
Assistant County Agent Leader
Cooperative marketing, following standardization of varieties, is directly responsible for the success of the potato growing industry in Central Oregon. This district produces the highest quality potatoes grown in the state, but its distance from markets, combined with the fact that it is an irrigated district of small ranches, each producing a relatively small tonnage of potatoes, created considerable difficulty in connection with marketing the crop during the early days.

The potatoes are now shipped through the Deschutes Valley Potato Growers' association, an organization of producers which has standardized the varieties and pack of the district and has advertised the superiority of Deschutes county Netted Gems and Burbanks to such an extent that, at this date, dealers in Sacramento, Cal. and Yakima, Wash., are endeavoring to contract the entire 1919 crop at an attractive figure.

USED AS FANCY SEED

The dealers, desiring at this time, to contract, plan to place the potatoes on the market as fancy seed. The growers' association has shipped, during the past season, 50 carloads of potatoes, which was 80 per cent of the crop in the valley. The average price received above the general market, due to standardization, was five per hundred. Ninety per cent of the shipment were Netted Gems which, when the fact is recognized that in 1918 approximately twenty varieties of potatoes were offered to the markets from Deschutes county, brings out sharply the possibilities which may be attained through campaigns for the standardization of varieties as well as standardization of pack. In fact, it is clearly recognized that two fundamental factors in successful marketing of farm products are standardization both of varieties and pack.

STORY OF ASSOCIATION INSPIRING

A story of the development of the Deschutes Valley Potato Growers' association offers an object lesson which should be a benefit to other potato growing sections in the state. In 1914 there were something over twenty varieties of potatoes grown on the small irrigated farms in that section. The result was no many lots of these varieties thrown on the market that there was no demand from consuming centers for the crop. In 1914 A. L. Lovett of Redmond, at that time county agricultural agent, began a campaign for the standardization of varieties, selecting the Netted Gem and Burbank as best adapted to that region.

Considerable success was attained in causing the farmers to reduce the number of varieties and, accordingly, in 1918, several of the more progressive growers sold standardized potatoes cooperatively. They sold under three or four grades and were able to realize a slightly higher price than was paid in the prevailing markets. The results obtained in a small way in their initial attempt in this direction so encouraged the growers that in 1917 they enlarged the scope of the organization and, as the Deschutes Valley Potato Growers' association, with facilities for handling practically the entire crop of Central Oregon, incorporated as a selling agency.

HIGHER PRICES IMMEDIATELY

Immediately after the final organization meeting in November, 1917, the first pool was sold. This included 11 carloads of fancy potatoes, which brought \$1.75 per hundred, which was 25 cents per hundred above the market. Individual buyers in that section. Previous to the final organization meeting a series of meetings had been held in various parts of Central Oregon under the auspices of the Deschutes county agricultural council, now recognized as the farm bureau. The Commercial clubs of Redmond and Bend were strongly in favor of the organization. Several merchants of Bend attended the organization meetings and spoke in favor of the organization from a viewpoint of the local merchant.

PREMIUMS ARE PAID

Sixty carloads of the 1917 crop were marketed through the association. Early in the season substantial premiums were paid for the association's potatoes and later in the season, when the western potato market was completely smashed and thousands of tons in the Willamette valley, Baker, Union, Walla Walla counties and the coast districts were fed to livestock, returning a valuation of about 35 cents per hundred, or were left to decay in huge piles, the Deschutes Valley Potato Growers' association was able to move practically the

"OVER THE TOP"



The army worm, probably the most destructive of all pests. The army worm will "clean up" a field of wheat, alfalfa or other crop in double quick time. Cases are on record where they have taken every leaf off a 320 acre alfalfa ranch in two days. One of these things the farmer gets "up against" occasionally about which the consumer hears nothing.

entire remainder of the crop out of the valley at a figure which, while yielding no profit to the growers, prevented a serious loss. The only reason for this remarkable feat of selling potatoes distant from markets in a time of congestion, lay in the fact that the potatoes could be assembled through the organization and purchased by the dealer under the known grades and without the necessity of making special costly arrangements in the district to assemble the shipments.

The association grades all potatoes and ships from four points within the county, charging this year 4 cents per hundred for selling cost. R. H. Parsons of Redmond served for two years as sales manager of the organization.

Results obtained during the past two years by the association are rapidly wearing away all prejudices which may have existed at the time of its organization, and a continually increasing tonnage and correspondingly increased percentage of the valley crop is confidently expected by the directors of the association. Gus E. Stadig of Lower Bridge is president of the association.

Charles L. Robinson Given Good Position

Oregon Agricultural College, Corvallis, July 5.—Charles L. Robinson of Forest Grove, recently with the commission of horticulture at Selah, Wash., has been made horticulturist in the Yakima district at a salary of \$2000. Robinson was graduated from O. A. C. in 1914, majoring in pomology.

Valley Canning Co. Plant at Newberg In Full Operation

Newberg, July 5.—The Valley Canning company, after being delayed a few days in starting by the late arrival and installation of special machinery, is now running full time on gooseberries and strawberries, the output of these products being about 50 tons each. The canning of cherries will begin next week, followed by loganberries about three weeks later, both of which will be bumper crops. Over 1,000,000 cans of jams and preserves will be canned this season.

The cannery packs a general line, starting with rhubarb, gooseberries, strawberries, currants, all kinds of

cherries, black raspberries, loganberries, peaches, plums, pears, string beans, beets, carrots, squash, pork and beans, canned onions, potatoes, peach butter, pear butter, apple butter, etc.

The cannery is one of the largest and most modern in the Northwest, with a capacity of 1,000,000 cans per day, and with the new additions erected this season, represents an investment of \$150,000. During the height of the canning season more than 250 people are employed, and in the auditorium the employees are furnished lunches from the cafeteria kitchen at cost.

Dimensions of the plant: Total length of cannery, 500 feet; width, 85 feet; concrete warehouse, 100x128 feet, with cement basement, 75x100 feet, capacity 100,000,000 cans; total floor space \$3,000 square feet; new jam and preserve room 85x70 feet; auditorium capacity, 250 people.

D. J. Matthews is general manager of the Valley Canning company.



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This is a guarantee sale in every respect. A herd that is absolutely free from all diseases. Also representing some of the finest records, high class breeding and individuality to be found in the west. The dam of the bull in this herd has a 35-pound record. For catalog address Geo. A. Gue, Yakima, Wash., or C. O. Minton, 701 Spalding Bldg., Portland, Oregon.

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C. D. MINTON, Portland, E. A. RHOTEN, Salem, Sales Managers.



HAPLEWOOD FARM, SCAPOOSE, OREGON

BETTER RESULTS IN SECOND TEST

Grade Holsteins Capture First Eight Places for Month in Willapa Valley Region.

South Bend, July 5.—Results even better than those obtained during the first month are shown by the figures prepared by Tester John L. Wann covering the second months testing in the Willapa Valley Cooperative Testing association. For the second time in two months "Nigger," a grade Holstein owned by J. A. Gibson, topped the list by producing 85.7 pounds of butterfat. This figure was an increase of 18.1 pounds over the record of the same cow for the month before.

In the month just closed Mr. Wann tested 184 cows and found that they gave an average of 947.5 pounds of milk per month. The butterfat average was 31.1 pounds per month per cow, produced at an average cost for feed of \$2.34 per cow per month. The average feed cost for each 100 pounds of milk was 36 cents.

COWS RECORDS ARE BETTER

Thirty-two cows jumped into the class giving more than 80 pounds of butterfat during the month, as against 17 for the preceding month. Sixty-five more gave between 40 and 60 pounds. During the month four cows were condemned by their owners as unprofitable and were sent to the butcher.

Mr. Wann makes special note of the fact that the two aged cows which were in the class producing above 50 pounds of butterfat in the first months testing are again in the limelight. Both of these cows are grade Durhams, one, 15 years old, owned by Joe Busch, having yielded 1624 pounds of milk, which gave 57.3 pounds of butterfat during the past month, and the other, 21 years old, owned by R. W. Shultz, having yielded 1355 pounds of milk, which gave 51.5 pounds of butterfat. Nine others which were in the 50-pound class in May proved to be "repeaters."

HOLSTEINS SHOW BEST

Second place is held by "Flora," a grade Holstein in W. C. Haberstick's herd, with a yield of 1770 pounds of milk and 76.1 pounds of butterfat. The first eight places in the list were captured by grade Holsteins.

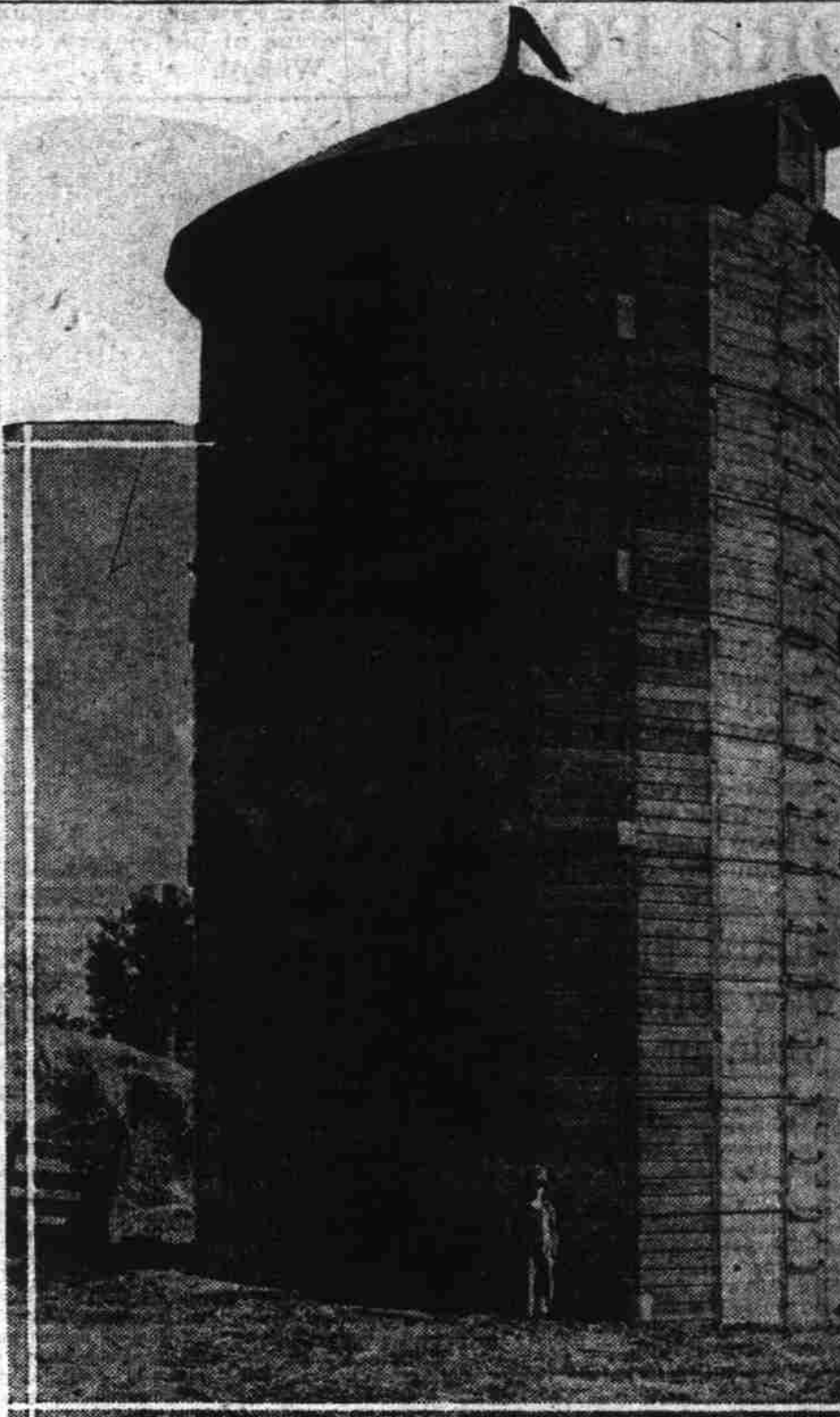
The three highest herds were those of J. A. Gibson, Joe Busch and D. B. Looney, in the order named. Mr. Gibson has eight cows which averaged 110 pounds of milk each and 53.2 pounds of butterfat. Mr. Busch tested nine cows for an average of 1278 pounds of milk and 43.5 pounds of butterfat. Mr. Looney's herd of eight cows gave an average of 1034 pounds of milk and 41.1 pounds of butterfat. Dry cows in the herds are included in figuring these averages.

All herds were made up wholly of Holsteins.

Sulphur Is Limiting Factor

Sulphur has been shown to be a limiting factor in legume production on certain soils of the Rogue river district, by the experiments of Dr. F. C. Reimer of the Southern Oregon branch experiment station. At the same time it was found to be profitable for alfalfa in the Deschutes district, by W. L. Powers, professor of soils. During a period of four years it has doubled the yield of alfalfa from one to two tons an acre in the Klamath basin district.

SILOS MEAN LARGER PROFITS



Silo of well known make on farm of A. M. Johnson. Capacity 27 tons of corn ensilage. Its size may be gauged by comparison with young Johnson, standing in front of silo.

Douglas Poultrymen Make Trip Through Willamette Valley

Roseburg, July 5.—Great enthusiasm was shown by poultrymen who made up an auto party that visited Willamette valley poultry plants the past week. The party left here and went as far as Portland, going down the coast side and returning on the east side of the Willamette.

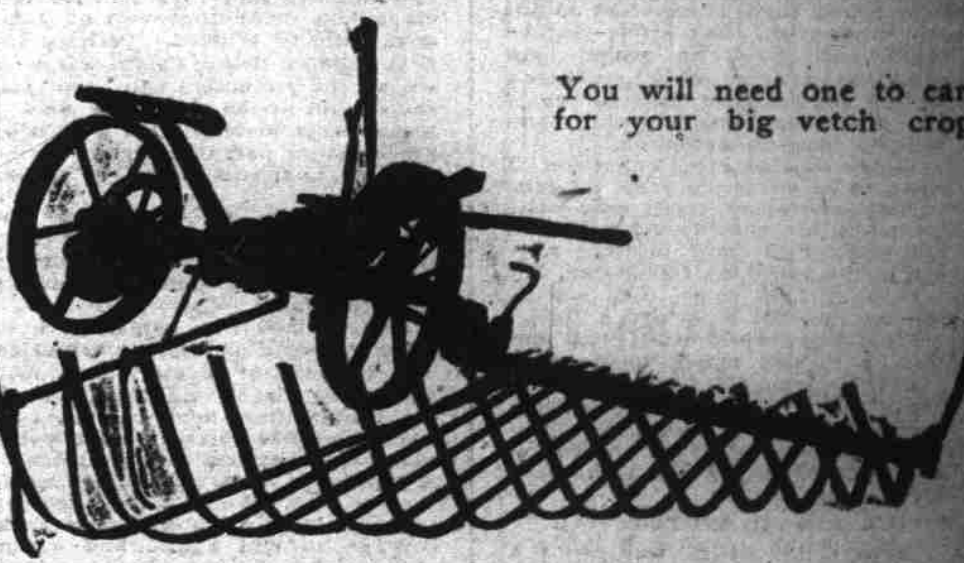
They visited Mr. Hanson at Corvallis, and found that he had sold 60,000 day-old chicks this season. He keeps 4000 for home use. R. E. Butler at Jennings Lodge near Portland, has a model plant

Lime Stone Needs To Correct Acidity

Ground limestone, now available at the state lime plant at cost, is needed to correct soil acidity in the more humid parts of Oregon. It improves heavy soils and aids bacterial activity especially in the production of legume crops. It may be expected to be successful when applied to soils known to be acid with medium fertility, for growing clover and other legumes. Two tons an acre is a fair application under such conditions. Nearly three dozen carloads have been ordered through the county agents. Good gains are reported from Multnomah and Douglas counties this season.

and, being a former Douglas county man, was much pleased to show his visitors around. He has 3000 laying hens, and while a member of the Portland police force at present, he will soon give up the star and devote himself entirely to poultry. Mr. Compton of Drain purchased 20 cockerels of one breeder, and many similar purchases were made by members of the party. One man remarked that the trip was worth over \$500 to him. It was the aim of the visitors to get into closer touch with the commercial side of the poultry business, and see how people handle it who are in the business on a large scale. They all returned feeling well paid for the trip, and are ready to bring their plants up to the standard found in the Willamette valley. The party was composed of C. J. Hurd, county agent; J. H. Clark, G. W. Burt, W. A. Newton, L. E. Compton, C. W. Agee and H. L. Sherman.

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Wilson's "Old Fashion Corn Meal" (ground from the whole kernel).
Wilson's "Old Fashion Whole Wheat Flour."

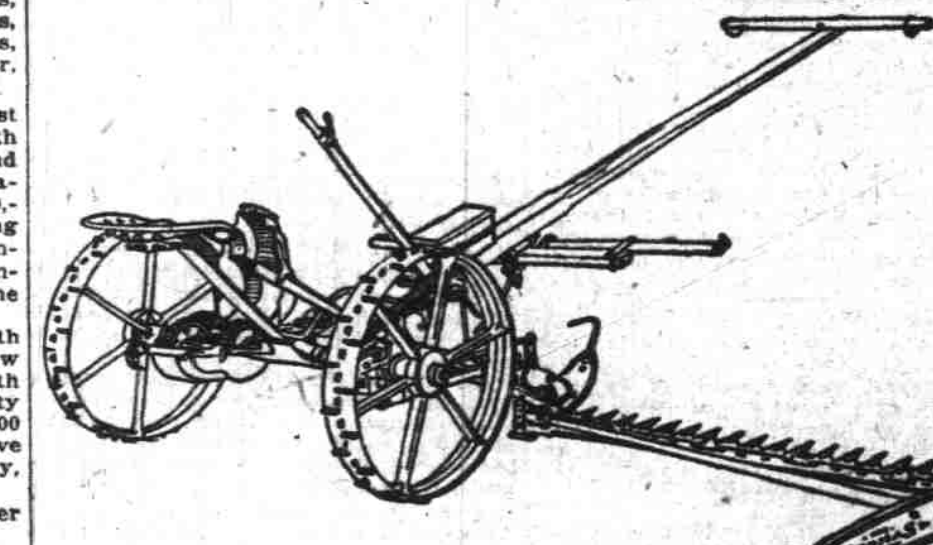
We utilize the whole kernel of the grain, extracting no part. If you live in Portland, phone and we will deliver any also package from 5 to 50 pounds of the above cereals or send by mail, postage paid, in first and second zones.

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