

EFFICIENT MARKETING

OREGON COUNTRY LIFE

EDITED BY J. F. LANGNER

BETTER FARMING

GROWERS' UNION GETS INDORSEMENT OF STATE GRANGE

Senator McNary Accepts Place on Board of Directors; Considerable Acreage Signed Up. CONTRACTS CAUSE OF LOSS On Other Hand, Cooperative Plan Assures Grower Receiving Best Market Price at Time of Sale.

By J. F. Langner. Marked progress has been made during the past week in the organization of the Oregon Growers' Co-operative association. Perhaps the most important item, and one of interest to every farmer in the state, is the unqualified indorsement of the association by the Oregon State Grange. The complete resolution of the joint executive and cooperative committee, headed by C. E. Spence, master of the state grange, is printed in another column. Mr. Spence expressed himself very strongly in favor of a farm marketing organization at the recent annual meeting.

It was the opinion expressed at the joint meeting of the executive and cooperative committee of the grange that fruit growers should very carefully scan their contracts at fixed prices for any lengthy period. History repeats itself in many cases where a term contract at a fixed price is made between a producer and buyer; namely, that the producer loses in the long run.

YAKIMA CASE CITED. The deplorable condition in which pear growers in the Yakima valley find themselves in being compelled this year to sell their pears at from \$22.50 to \$35 per ton, when the market demands that they receive from \$75 to \$85 per ton, is a result of long term contracts at fixed prices.

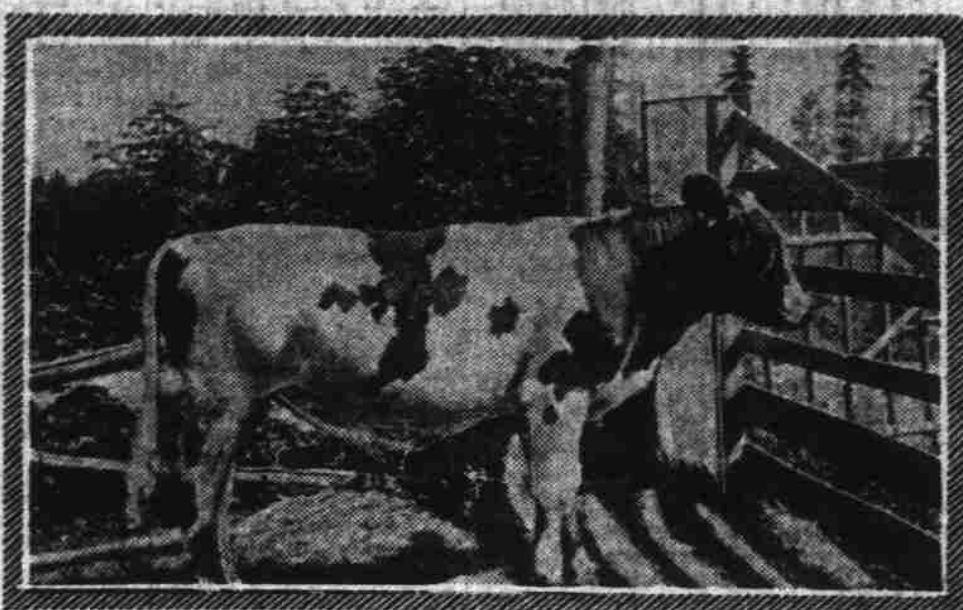
Another feature brought out at the grange meeting was the fact that fruit growers are frequently induced to sign these contracts with verbal promises which are not carried out and which often result in law suits, which, of course, the grower loses. On the other hand the contract with the new state-wide association calls for a scale at the best open market price and the grower and no one else must always receive the fullest benefit of the market.

M'NARY BECOMES DIRECTOR. Another important development during the week has been the acceptance by U. S. Senator McNary of a seat on the board of directors. Mr. McNary has long advocated a state-wide association of growers.

In the Umpqua valley district a considerable acreage has already been signed in the association and it is anticipated within the next two or three weeks that a sufficient quantity will be represented in Douglas county to warrant the erection of a packing house by the association. Polk county also has now a large acreage represented in the association, while at Yamhill, Forest Grove and Sheridan considerably more than 50 per cent of the present bearing acreage of pears is now represented in the new state-wide association.

INDORSEMENT FROM ALL SIDES. From all sides unqualified indorsement of a centralized selling organization is continuing to be received at the new office of the organization in Salem. There are few growers who do not realize that individuals and even individual associations cannot stand against the inroads of the speculative buyer. Even the Salem Fruit union and the Eugene Fruit Growers' association, the two largest growers' organizations in the state, have realized that they cannot compete with each other, except to the detriment of the grower members. The Seattle Produce News and the California Fruit News, which is published in the interests of the California packing interests, in discussing the price received by the California Prune and Apricot associations, admit that the unorganized or small association is unable to secure for its growers the gen-

"A SIGN OF THE TIMES"



"Red Cross of West Chehalis," an Ayreshire bull calf owned by J. O. Boger of Amity. The calf was bred by J. U. Smith of Newberg and born July, 1918, at time of Red Cross activities. Note the appropriate birthmark.

State Grange Approves Growers' Association

"We, the members of the executive and cooperative committee of the Oregon State Grange, heartily indorse the aims and purposes of the Oregon Growers' Cooperative association and urge every member of the Oregon State Grange to give the Oregon Growers' Cooperative association his or her support."

(Signed) C. E. SPENCE, B. G. LEEDY, C. L. SHAW, Executive Committee

M. M. BURTNER, C. H. BAILEY, JOHN D. COLLIER, Cooperative Committee

eral high price which a state-wide association can secure. AVERAGE PRICES HIGHER. The Seattle paper points out that California prune growers, selling through the association, received an average price of \$244 per ton, which is a wonderful record, and for a tremendous crop, and it says that in some cases this figure is as high as \$100 per ton more than the average price which the unorganized growers in California received.

It would seem that every argument offered by the packer against organization is dissipated by the fact that every cooperative association in California is getting stronger and stronger day by day, and there is no reason why, if state-wide cooperative market associations have been good for California, they should not be equally as good for Oregon and the Oregon growers.

How to Find Age of Dressed Fowl

A good method of determining the age of dressed fowls, according to specialists of the United States department of agriculture, is to grasp the end of the breast bone nearest from the head between the thumb and finger and attempt to bend it to one side. In a very young bird, such as a broiler, chicken or green goose, it will bend easily like the cartilage of the human ear. In a bird a year or so old, it will be brittle and, in an old bird, tough and hard to bend or break. Unscrupulous dealers sometimes break one end of the breast bone before showing the bird on the market, in order that the buyer will believe the bird to be a young one.

Up-to-Date Styles in Hen Houses Told

The curtain-front or partial open-front house is conceded to be the best type for most sections. The colony plan of housing poultry may be adopted to advantage on many farms. This system does away with the danger of tainted soil. The roosts should be built on the same level, 3 feet from the floor, with a dropping board about 6 inches below them. Good roosts may be made of 2 by 2 inch material with the upper edges rounded. The nests may be placed on the side walls or under the dropping boards. It is best to have them darkened, as the hens prefer a secluded place in which to lay.

WALNUT ORCHARDS WILL BE VISITED

Annual Tour of Association Begins at McMinnville at 1 P. M., Tuesday, Aug. 5.

The Western Walnut association announces the second annual tour of the leading walnut orchards of Oregon and Washington. The tour will start at McMinnville August 5, at 1 p. m. The first point visited will be Sheridan, where the famous walnut orchards of Professor C. I. Lewis of the Oregon Agricultural college will be visited. Knight Percy, secretary-treasurer, says that the public is invited to make this tour. The itinerary is as follows:

Wednesday, August 6—Leave McMinnville at 7 a. m.: Curfman orchard, walnuts, Carlton; Withycombe and Malpas orchards, walnuts, Gaston; Forbis and Schoolcraft orchards, walnuts and filberts, Dilley; Oregon Nursery company, Oreano; Overholzer orchards, walnuts, Tigard (time permitting); dinner either at Portland or at Oreano. Afternoon—Columbia river bridge at 3 o'clock; afternoon and evening, if necessary, at Vancouver, orchards of Quarbeck, Shaw, Norelius, Slum, Sturgess, Spurgeon, Brookers and Stuman. Thursday, August 7—Leave Imperial hotel, Portland, 7:30 a. m.; Franquette Nursery company, Canby, nut nursery; Waigant orchards, Canby; nut plantings; Woodburn orchard, filberts, Woodburn (provided highway is open). Afternoon—Wilsonville plantings of Dr. Joske, H. A. Kruse, J. R. DeNeul and Mr. Stein. Annual report.

Japanese Do Well With Strawberries In Vicinity of Dee

Dee, July 26.—The Dee Flat is a section of country comprising about 4000 acres that 35 years ago was a dense forest of fir timber. Today one half the land is in orchard, berries and meadow. It lies between the east and west forks of the Hood river, and is irrigated with water taken from those streams.

Those who set out fruit trees planted strawberry vines between the rows of trees, removing each year the row of plants next to the trees until the trees took up the entire space with their limbs. The land was thus made to produce a crop each year until the trees came into profitable bearing. The painstaking Japanese have made more money proportionately in the strawberry culture than has his white neighbor. With the price of land and farm implements the same, with the cost of labor and all things entering into the growing of strawberries the same, he has distanced the white man. When strawberry growers proved unprofitable, the white growers to some extent went out of that business, just as hundreds of white hop growers did. The Japanese increase their acreage and this year averaged \$4 per crate of 24 plants for his guess on the future of the strawberry.

Pullet Beads Record. Albany, July 26.—The Cottage Grove pullet which laid an egg in 3 months and 27 days from the date of hatching is not in the same class with a pullet belonging to Alex Ross of this city. The Ross pullet was 3 months and 11 days old when she laid her first egg. She was hatched on April 1 from a setting of the O. A. C. prize laying strain.

133 Road Projects Approved for Help In Month of June

During the month of June the secretary of agriculture approved project statements for 132 federal-aid projects, involving the improvement of 1,339.29 miles of road, at a total estimated cost of \$24,220,805.50, and on which federal aid in the amount of \$11,004,289.12 was requested. This represents the largest number of project statements approved, the largest estimate of cost, and the largest amount of federal aid requested during any month since the passage of the federal aid road act.

During the month there were executed by the secretary and the state highway departments, 60 project agreements, involving the improvement of 507.37 miles of road, at a total estimated cost of \$7,568,089.32, and on which \$3,404,269.18 federal aid was requested and set aside in the treasury. In addition, 40 project agreements, previously executed, were amended during the month.

Up to and including June 30, 1919, project statements for a total of 1319 projects had been approved. The 1319 projects involve 12,790.37 miles of road, a total estimated cost of \$133,833,300.67, and a total of \$64,765,957.81 federal aid. On the same date a total of 677 project agreements had been executed, involving 5,776.39 miles of road, a total estimated cost of \$56,867,334.94, and a total of \$23,892,740.97 federal aid.

Farmers Buying Tractors. Lewisville, July 26.—Many Washington county farmers have tractors, some having two. W. J. Gregg has his order in for one capable of pulling three plows, while William Bagley has one to do the work on his 300 acre ranch. The Milne Brothers have two for their 640 acre farm.

Dealers Decrease Their Wool Stocks; Manufacturer Busy

Wool in the hands of dealers March 31, 1918, shows quite a decrease since December 31, 1918, according to the quarterly wool stock report issued by the department of agriculture through the bureau of markets. They held 53,000,000 pounds less grease wool, 5,000,000 pounds less scoured, 1,000,000 pounds less pulled than on December 31, 1918. The holdings, tops, and noils remained about the same.

Manufacturers, however, show an increase in stocks held. This indicates that manufacturers are taking on the larger percentage of the wool offered at the government auctions and apparently hold an optimistic view toward future conditions. Wool held by the army and navy on March 31, 1919, including wool afloat in this country, was as follows: Grease, 238,911,000; scoured, 35,457,000; pulled, 13,194,000; tops, 2,322,000.

Fish Heads Provide Good Food for Hens

A simple and inexpensive substitute for meat scraps which often are hard to obtain at the average butcher shop, is to utilize fish heads in the poultry ration. Arrangements usually can be made with local fish dealers to save these heads, particularly if the poultryman will furnish buckets in which the refuse may be kept until he calls for them. As they come from the dealer's shop, the fish heads are tough and covered with heavy scales and gristle. However, underneath is fine tender meat which the hens relish keenly. The poultryman can soften the coarse outer shell by boiling the fish heads in water for 5 or 10 minutes and then pouring the water and throwing the fish heads in among the chickens. In many instances the dealers are glad to get rid of the fish heads, and on the basis of actual food value the poultry keeper can afford to pay 4 or 5 cents for a quart of fish heads which provide a satisfactory protein-containing food for his flock.

Milk Department at O. A. C. Improved

Oregon Agricultural College, Corvallis, July 26.—Machinery and equipment for taking care of milk are being installed in the dairy department at the college. Milk bottlers, coolers and sterilizing apparatus are part of the new machinery. After August 1, milk will be sold in the dairy building instead of the dairy barn. R. V. Stephens, returned soldier being educated by the government, will have charge of the milk department.

Farmers Buy Thrashing Machines. Lewisville, July 26.—Jacob Schneider and Ed Vandervort of Cornelius have purchased a thrashing machine capable of handling more than 1500 bushels of wheat per day, besides being able to hull clover seed.

HEADS ORGANIZATION OF FRUIT GROWERS



Professor C. I. Lewis, chief of the division of horticulture, Oregon Agricultural college, who is in charge of organization of new Oregon Growers' association.

Schools of Oregon Lead in Agriculture

Oregon Agricultural College, Corvallis, July 26.—Departments of vocational agriculture at Hood River and Gresham are among the five best in the district including Oregon, Washington, Idaho, Utah, California, Nevada and Arizona. In the opinion of W. S. Taylor, regional agent for the federal bureau of vocational education, who has been visiting classes in vocational and agricultural education at the college. Both of these departments are in charge of graduates of O. A. C. R. V. Wright is at Hood River and C. P. Moffitt at Gresham.

Pig Clubs Active. H. C. Seymour, state club leader, and L. J. Allen, state pig club leader, attended a meeting of local club leaders in Eugene last Saturday. The meeting was called by Miss Alice V. Joyce, assistant state club leader, and F. D. Senter, county supervisor of schools. The meeting was well attended, all local leaders being present. The clubs of the county are working well and the local leaders are anxious to have a county leader. A committee was appointed to select one. A petition addressed to the county fair board asks that the premium list for club members be retained this year.

CALIFORNIA PROVES COOPERATIVE VALUE IN MARKETING FRUIT

Paul Finley Tells of Increased Returns to Growers and How Advertising Helped.

Paul Finley, retail merchandiser of the California Fruit Growers' exchange, the famous Southern California cooperative association which packs and distributes "Sun Kiss" oranges and lemons, was a visitor in Oregon this week. Mr. Finley was very interested to hear of the new Oregon Growers' Cooperative association. "In 1912," said Mr. Finley, "when the California Fruit Growers' exchange was organized as a matter of dire necessity to the growers, the state was producing between 4000 and 5000 carloads of citrus fruits annually, and whenever the production considerably exceeded 4000 carloads, the market was glutted. Today, as a result of cooperative trade promotion and advertising of the exchange, California produces upward of 40,000 carloads of citrus fruits and the market is never fully supplied."

BENEFITS OF COOPERATION. Mr. Finley has been closely connected with cooperative marketing of fruit for several years. He says: "The benefits which California citrus fruit producers have derived from cooperative effort are incalculable. Just before the formation of the organization, red ink returns were common. Oranges were retained as far east as Wisconsin at \$2.25 a box; and the reductions of various charges back to the farmer resulted in his getting about 20c a box for his fruit, out of which he had to pay for cultivation, production and the packages."

"For some years the farmers' efforts were directed simply to shipping and distribution, but nine years ago advertising was undertaken. This was done in opposition to the sentiments of a great many of the producers, who said that everybody knew what an orange or a lemon was. ADVERTISING GETS BUSINESS. "But the results have more than justified the expenditure, because returns of \$1.90 and upward for the fruit in a box of oranges or lemons have been common, last year the returns running to about \$1.71, and this year they will average upward of \$2.25. Thus the farmer is today getting well repaid for his work."

"The California Fruit exchange appropriates 2 1/2c a box on oranges and 4c a box on lemons for advertising purposes." Mr. Finley expressed the hope that the new Oregon Growers' Cooperative association would be a success, and stated that he saw no reason why it should not be equally as successful as any of the great California organizations. Read the advertisements on the farm pages. They contain many helpful hints on better farming. In answering advertisements always mention The Journal.

Farmers' Unions to Join in Quarterly Session and Picnic

Brownsville, July 26.—The Linn county Farmers' union and the Lake Creek Farmers' union have decided to have a joint meeting and a picnic at this city upon the date of their next quarterly session. At this meeting speakers of ability will address the farmers. The farmers of these two progressive unions are engaged in the practical work of the elimination from Linn county farms of the rapidly increasing Canada thistle, and reports as to progress made will be awaited with interest. The picnic and quarterly meeting will occur on October 11.

Head of Hood River Schools at O. A. C.

Oregon Agricultural College, Corvallis, July 26.—To get in closer touch with home economics and agricultural work, to strengthen the departments at Hood River, E. T. Robinson, superintendent of schools of that city, visited at the college. He will go to Eugene with H. P. Barrows, professor of agricultural education of the college, to confer with the superintendent concerning vocational education.

What a Silo Should Be

- 1.—The silo in operation must be practically watertight and airtight. 2.—The interior walls must be straight from top to bottom as the force of a gun, if that the material inside may settle without the least disturbance of the contents from the least irregularity of the sidewalls. 3.—In view of the second requirement, the construction should be such that expansion and contraction, swelling and shrinking can take place without materially changing the diameter and circumference of the silo. 4.—It should be so constructed that it would take care of itself—would require no attention in the way of frequent adjustment of hoops, bolts, etc. 5.—In order to make it a practical part of farm equipment for lands worked under lease, it should be so constructed that it could be easily taken down and moved, if desired, at the expiration of a lease. 6.—It should be so constructed that it could be put up easily and correctly without skilled labor and without the expense of extra and purely temporary construction, such as elaborate scaffolding. 7.—It should not cost any more than other silos and should be sold for less—if possible. Read over the above requirements carefully—then study carefully the construction of the Monro Perfect Silo. Ask for booklet telling about its construction and its ease of building. Stay Round the Co., 501 Dekum bldg., Portland, Or. W. H. Mohroe, manager.—Adv.

Oregon Growers Co-operative Association

Organized, controlled and managed by bona fide fruit growers of Oregon.

The Association, in the first few weeks of organization, already controls the largest bearing apple, prune and other acreage of any organization in the state.

The principal purposes for which the Association has been organized are:

1. To standardize Oregon fruit products.
2. To stabilize prices.
3. To eliminate unnecessary expense in distribution, which expense is always charged to the grower.
4. To buy or build and operate Association warehouses and packing houses in such districts as same are required.
5. To eliminate speculation in Oregon fruits.
6. To create consumer demand for Oregon grown and packed products in every market in the country, labeled as

"Packed and Grown in Oregon"

The Oregon Growers' Cooperative Association is indorsed by the Oregon State Grange. It will be the strongest factor in the Northwest for marketing Oregon-grown products under an Oregon brand.

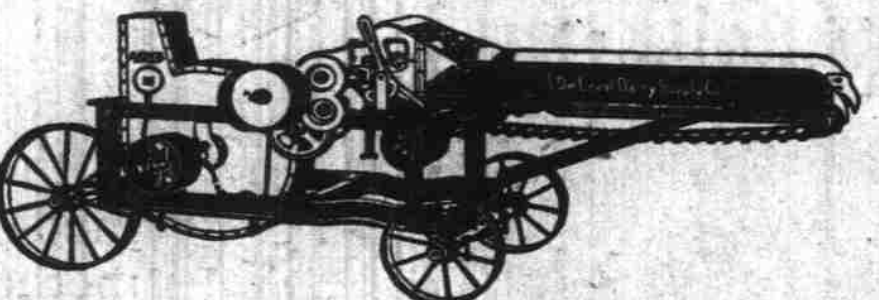
Board of Directors

- Issac D. Hunt, President; Vice-President Ladd & Tilton Bank, Portland, Or.
- Prof. C. I. Lewis, First Vice President, Chief of Div. of Horticulture, O. A. C., Corvallis, Or.
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- Kenneth Miller, Sheridan
- R. C. Pautus, General Manager
- Salem Fruit Union
- J. O. Holt, General Manager
- Eugene Fruit Growers' Assn.

Any Fruit Grower Who Has Not Already Received General Information Is Invited to Communicate With

PROF. C. I. LEWIS, 1st Vice Pres., in Charge of Organization Oregon Growers' Cooperative Association Tel. Salem 106 Masonic Bldg., Salem, Or.

PUT YOUR SILAGE IN THE SILO WHEN IT IS RIGHT



Corn is JUST RIGHT only at one time for silage. A delay of a few days loses much of the substance of the silage. WITH YOUR OWN CUTTER YOU CAN PUT IT IN THE SILO AT THE PROPER TIME. Some of the most important features of an Acme cutter are economy of power and labor requirements, the quality of the work it will do, and an absence of danger from accidents.

IF YOU CONSIDER THESE THINGS YOU WILL BUY AN ACME CALL OR WRITE FOR BOOKLET

THE TUNG-LOK SILO IS THE STRONGEST SILO MADE

Every part locks into the adjoining parts, making a silo which can not fall down, won't blow down and does not have to be tightened in dry weather or loosened in wet, yet keeps silage perfectly.

Simplest to construct—no costly scaffolding needed—anyone can put it up. Call or write for Tung-Lok booklet.

Columbia Dairy Supply Co. "EVERYTHING FOR THE DAIRY" 92-94 Front Street—Portland, Oregon

LAST CALL

The Holstein Sale of the Maplewood Herd Monday, July 28, 1919

Bring your catalogues with you, as they are scarce. You cannot afford to miss this sale. S., P. & S. train for Scappoose leaves North Bank Depot 7:05 A. M. Bus leaves St. Charles Hotel 10 A. M. and 4 P. M.

C. D. MINTON and E. A. RHOTEN SALES MANAGERS

GEO. A. GUE and J. W. HUGHES AUCTIONEERS