

EFFICIENT MARKETING

OREGON COUNTRY LIFE

EDITED BY J. F. LANGNER

BETTER FARMING

COOPERATIVE PLAN IN WHEAT MARKET MAY EMBRACE U. S.

Oregon, Washington and Idaho Farmers Propose National Cooperation in Distribution.

By J. Langner. As a natural outgrowth of statewide cooperative marketing associations of farmers came the suggestion for national and interstate control of distribution of farm products.

The marketing of farm products through cooperative associations is almost as old as the nation itself. The perfection of organization form was secured when the Oregon fruitgrowers organized their statewide cooperative marketing association, and it is on plans almost identical that the graingrowers are now organizing.

Many attempts have been made to organize the wheat men in various sections of the country. In the majority of instances the movement was foredoomed to failure because control over essential distribution was not secured.

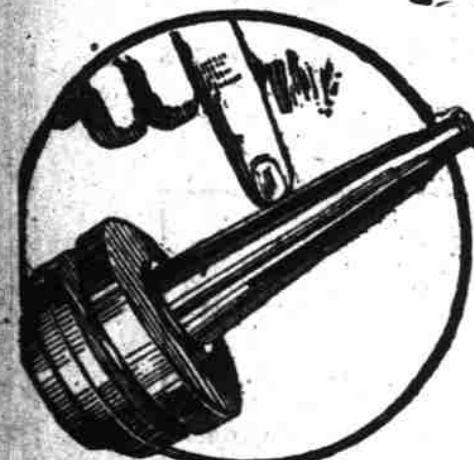
All successful farmers marketing organizations completely control distribution, and in many cases fix the price which the distributor shall pay. While marked success in some cases has been secured by cooperative elevators, the true value of the cooperative effort in the marketing of wheat has been lost because of failure to sufficiently organize the industry.

ADOPTED RESOLUTION. Resolved by the Farmers Union of Washington and Idaho, in annual convention assembled at Spokane on December 10, 1919:

(1) That the chairman of this convention be instructed to appoint from the states at large a committee of 15 men, including the chairman himself, a majority of whom must be wheat-growers representing the interests of wheatgrowers in Washington, Idaho or Oregon, for the express purpose of initiating and developing a movement to organize the wheatgrowers of the United States and particularly of Washington, Oregon and Idaho into cooperative marketing associations, whereby their wheat will be handled on a cooperative basis for the benefit of the producer and ultimately the consumer and for the minimizing of speculation and manipulation.

(2) That the said committee be instructed to prepare the plans for such cooperative marketing associations, work out all the preliminary details thereof, cause the proper contracts to be drawn, appoint state organization committees, and in general do everything within its judgment to bring into existence in each and all of the states of Washington, Oregon and Idaho bona fide organizations for the cooperative marketing of wheat, and employ the necessary organizers, assistants and agents and to take steps to extend the same methods throughout the wheat growing states.

Have You Seen This B-L-K Teat Cup?



THE Universal Teat Cup is a patented feature to be found only in the Burrell (B-L-K) Milker—enables you to milk every cow with one size of teat cup, and you'll find the milking principle the nearest to ordinary hand milking you've ever seen.

No rubber linings in this teat cup and no double tubing required—sanitary, convenient and economical.

Unquestionably the best for the cows because the teat is cushioned with air and is given instant relief after each suck.

You'll like this and the other exclusive features of the Burrell milker—so will your cows. Make it a point to see it.

FULL LINE OF CREAMERY AND DAIRY SUPPLIES—WRITE FOR CATALOGUE. MONROE & CRISSELL, 212 FRONT ST., PORTLAND, OR.

HEADS WHEAT GROWERS' ASSOCIATION



A. A. Elmore, president of Washington and Idaho Farmers' Union, who has been unanimously appointed chairman of organization of new Wheat Growers' Cooperative Marketing Association.

of America, with the ultimate purpose to create a national wheat exchange, marketing the wheat crop of the United States collectively and cooperatively.

(3) That the committee be instructed to do its best to secure the cooperation of the existing corporations and associations in these states that may be cooperative in whole or in part, and particularly that efforts be made to assist the Tristate Terminal company to enlarge its activities and secure further capital, subject to an agreement by it to turn over its elevators and warehouses to the elevator corporations, or subsidiaries of any such cooperative marketing associations of wheatgrowers, at their appraised values, for adequate consideration in preferred stock, or otherwise, and to cease handling wheat, as soon as the said committee shall report that sufficient support has been given by the wheat-growers to insure the operation of the cooperative associations in any two of the said three states.

GROWER'S ASSOCIATION NOTES

While on a recent visit to Roseburg, Professor C. I. Lewis, chief of organization, noticed an advertisement in a Roseburg paper reading substantially: "Oranges, California's finest, for sale at less than wholesale cost. We bought this carload of oranges direct from the growers without the intervention of the association."

Notices of the annual general meeting of the association are being mailed out by the secretary.

Avery Appointed County Agent for Deschutes County

H. G. Avery, Jerome, Idaho, county agent, has been appointed county agent for Deschutes county following a careful canvass of the Northwest by the O. A. C. extension service and the executive committee of the Deschutes county farm bureau.

Avery has had three years of successful experience in farm bureau work, one year having been passed in Lincoln county, Idaho, and two years in Jerome county. His work in those counties in connection with the organization of wool pools, hay growers associations and other farmers' marketing associations brought him to the front rank among Idaho county agents.

Avery formerly lived on a Kansas stock farm and attended the Kansas Agricultural college. He will report at Redmond, December 24.

UNIVERSAL LIGHT PLANTS and PAUL WATER SYSTEMS

Necessary and Economical Equipment for Every Farm. There are so many things that can be done on the farm more quickly and more economically by electricity that it is being adopted by every progressive farmer.

Automatic water pressure systems, which operate off the lighting plants, are also in equal demand. Water systems are made in two types—one for deep wells and one for shallow wells.

There is a dealer near you who will be glad to go into all details with you on the cost of installing these on your farm. Write to us today for catalogues and literature, and we will tell you who your nearest dealer is.

NORTHWEST AUTO COMPANY, PORTLAND, OREGON. Distributors for Oregon, Washington, Idaho and Montana.

STRANDBORG TOLD THAT HOOD RIVER IS IN WASHINGTON

Well-Known Publicity Man Has Strange Experiences in Hunting Oregon Apples in the East.

Here is a story told by W. P. Strandborg, publicity manager of the Portland Railway, Light & Power company, and one of Portland's best known residents. Strandborg recently made a trip back East, visiting amongst other cities, New York, Cleveland and Detroit.

Strandborg saw a big advertisement of the joint apple campaign of Northwest distributors, advertising Oregon, Washington and Idaho apples.

FINDS OREGON APPLES. "I was really proud of coming from Oregon and seeing our Oregon apples advertised in the New York Times," says Strandborg. "So I walked down Seventh avenue and came to a grocery store near Forty-second street where they had some apples displayed. I produced the advertisement and asked for some Oregon apples. The dealer picked me out some good looking apples and said, 'These came from Oregon.' I asked him where and he told me that they were a famous brand from Wenatchee, Oregon.

MIXED GEOGRAPHY. When Strandborg recovered he politely told his friend that "Big Y" apples came from Washington and not from Oregon and that he wanted some Hood River or some other fine quality Oregon apples.

OREGON LOSES OUT. "In Detroit, says Strandborg, the same thing happened. Strandborg's visit to these cities was made during the time that the so-called national campaign of selling Northwest apples was being carried on all through the Eastern states. Apparently the Oregon apple growers and the state of Oregon received its usual kick from its neighbors and had about as much advertising out of this campaign as it usually does unless it stands alone.

Nearly every advertiser on the farm pages issues a catalogue containing valuable information to farmers. Answer these advertisements—always mentioning the farm pages of The Journal.

OREGON QUALITY

Oregon berries made into jams and sold as "a Washington Product." Oregon apples sold as Wenatchee and Yakima apples. Oregon prunes sold as "a California Product." Oregon cherries sold as "California Glace Fruit." Oregon salmon sold as "Puget Sound Salmon." Oregon pears sold as "Canned California Pears." Oregon peaches sold as "Canned California Peaches." Oregon berries made into "Washington Pure Fruit Syrups." Hood River apples sold as "Coming From Near Seattle." Oregon cherries sold as "California Royal Anne Cherries." Oregon pines sold as "California Glace Prunes." The best boost California and Washington ever had was when Oregon started to produce the finest fruits grown on the Pacific coast.

DRAINAGE MEETING WILL BE CONDUCTED AT CORVALLIS, OR.

Plans for Procuring Trenching Machine Will Be Proposed at Conference Soon.

Oregon Agricultural College, Corvallis, Dec. 27.—The call has been issued for the sixth annual conference of the Oregon State Drainage association to convene at Corvallis, January 1 and 2.

scientific authorities on irrigation and drainage from neighboring states will address the conference. A lecture before the general farmers' week assembly of great importance will be given by Dr. Harris Weinstein, state market commissioner of California. The drainage association will entertain the irrigation and drainage delegates attending this conference at the college conference banquet Friday evening and in order that proper provision be made, delegates should, if possible, advise the secretary of the drainage association.

WE UPHOLD OUR LEADERSHIP RECORD. 80c BUTTER FAT 80c

DAIRYMEN DESERVE BIGGER CHECKS. A Check by Return Mail for Each Can Shipped. TAKE ADVANTAGE OF THE PRICE IF IT IS YOURS AND ONLY REAL PROFIT. PEERLESS BUTTER CO., 45-47 FRONT STREET, PORTLAND, OREGON.

J. J. BUTZER 188-190 FRONT STREET PORTLAND, OREGON

Big Money In Stump Land



This man made \$35 Land Worth \$200 an acre Pulling Big stumps by hand. CLEAR your stump land cheaply—no digging, no expense for teams or power. Your own right arm on the lever of the "K" Stump Puller can rip out any stump that can be pulled with the best inch steel cable. I guarantee it. I refer you to U. S. Government officials. I give highest banking references.



No Stump Too Big For The K. The Fitzpatrick Products Corp., Box 52, 20 John St., New York.

HIGHER SALARIES DRAW COUNTY AGRICULTURISTS TO OTHER LINES OF WORK

29 Agents Have Been Lost to Service Since Plan Was Adopted in 1913.

Oregon Agricultural College, Corvallis, Dec. 27.—The appeal of higher salaries has been responsible for the loss of many county agricultural agents since the county agent plan was established in Oregon in 1913. This is shown by records compiled by Paul V. Maria, state leader of agriculturists. Twenty-nine county agents, whose resignations have been received in the last few years, served but 18 months on the average. Four were in the work for more than three years, seven more than two years, and 12 less than one year.

U. S. Butter Exports Small in Volume. In spite of vast grazing lands in the United States, this country furnishes less than 1 per cent of the butter that figures in world or international trade, according to statistics recently compiled by the United States department of agriculture.

QUICK RETURNS and TOP PRICES. Ship your Raw Furs to the nearest market, where you have the advantage of receiving the money for them before they would reach a more distant point. Our guarantee is satisfaction or your furs back at our expense. Big Money in Mole and Muskrat. Ship all your available furs now while the prices are high. Send for our late price list and mark your packages. H. LIEBES & CO., Portland, Or. A Reputation for Honesty For Fur Buyers Building for 50 Years.

WE UPHOLD OUR LEADERSHIP RECORD. 80c BUTTER FAT 80c. DAIRYMEN DESERVE BIGGER CHECKS. A Check by Return Mail for Each Can Shipped. TAKE ADVANTAGE OF THE PRICE IF IT IS YOURS AND ONLY REAL PROFIT. PEERLESS BUTTER CO., 45-47 FRONT STREET, PORTLAND, OREGON.

SEEDS THE KIND THAT GROW! YOU CAN'T KEEP THEM IN THE GROUND. VISIT US WHILE AT THE PORTLAND POULTRY SHOW DECEMBER 15 TO 20, 1919. J. J. BUTZER 188-190 FRONT STREET PORTLAND, OREGON

Buy Your Fordson Tractor Now. You Can Use It Throughout the Winter. Farm Tractor manufacturers will be unable to supply the demand for tractors this coming year. While there will be thousands of Fordson Tractors made, still, there will be some farm owners who will want Fordsons and will delay their orders so long that it will be impossible to supply them.

Make sure of getting your Fordson. Order it now. Start it to work for you right away. There are sufficient draw-bar and belt jobs on your farm to be done between now and spring to keep the Fordson busy earning money for you throughout the winter.

Pulls Two 14-Inch Plows—Operates on Cheap Kerosene—Runs Your Belt Machines. The Fordson operates successfully, economically, on cheap kerosene. No raw fuel going through the exhaust—none passing down through the piston rings into the crankcase. And its 20 H. P. on the belt make it capable of running your grain separator, your corn husker, your huller, your silo filler, hay baler; in short, it supplies a steady, economical, dependable power for all belt jobs within its rating.

Vick Brothers Distributors for Oregon. Our dealers are practically all sold out on Tractors. The January allotment of one hundred will be here soon and are nearly all sold. See your local Fordson dealer at once and place your order so that you may be protected on delivery. Price \$750.00 F. O. B. Dearborn, Michigan.

Farmers to Destroy Squirrels in Spring. Klamath Falls, Dec. 27.—Farmers of this section are organizing for a wholesale destruction of squirrels and rabbits in the spring. Poisoning of rabbits has already begun and thousands of animals have been destroyed. A mechanical mixer for poisons and 10,000 quarts of mixed ingredients are to be used in the campaign. The entire county is organized with committees in different localities to superintend the work under direction of County Agriculturist E. H. Thomas. Loss to crops from ground squirrels and rodents amounts to thousands of dollars every season. Read the advertisements on the farm pages of The Journal. When answering advertisements always mention the farm pages.

Trappers: Get in Now on the Whaling Big Fur Prices. Don't Split Profits—Ship Direct to Rogers, St. Louis. Get the biggest, quickest cash returns for your work on the trap line. Furs are sky high and right now every trapper can clean up big by shipping direct to Rogers. Besides paying top-most prices Rogers pays all shipping charges on all furs he buys. Rogers deducts nothing for commissions selling charges or other bunk. You get the full value of your furs—every last penny—nothing is taken out. Read what experienced trappers say and you'll know how it feels to get Rogers big prices.

ROGERS FUR CO. MAIN & LOCUST STS. ST. LOUIS, MO. Shippers Name, Post Office, R.E.D., Box, State.

Buy Your Fordson Tractor Now. You Can Use It Throughout the Winter. Farm Tractor manufacturers will be unable to supply the demand for tractors this coming year. While there will be thousands of Fordson Tractors made, still, there will be some farm owners who will want Fordsons and will delay their orders so long that it will be impossible to supply them.

Make sure of getting your Fordson. Order it now. Start it to work for you right away. There are sufficient draw-bar and belt jobs on your farm to be done between now and spring to keep the Fordson busy earning money for you throughout the winter.

Pulls Two 14-Inch Plows—Operates on Cheap Kerosene—Runs Your Belt Machines. The Fordson operates successfully, economically, on cheap kerosene. No raw fuel going through the exhaust—none passing down through the piston rings into the crankcase. And its 20 H. P. on the belt make it capable of running your grain separator, your corn husker, your huller, your silo filler, hay baler; in short, it supplies a steady, economical, dependable power for all belt jobs within its rating.

Vick Brothers Distributors for Oregon. Our dealers are practically all sold out on Tractors. The January allotment of one hundred will be here soon and are nearly all sold. See your local Fordson dealer at once and place your order so that you may be protected on delivery. Price \$750.00 F. O. B. Dearborn, Michigan.