EFFICIENT MARKETING

OREGON COUNTRY LIFE

EDITED BY J. F. LANGNER

BETTER FARMING

WHEAT GROWERS' MARKETING PLAN HAS BIG FUTURE

Producer to Get Benefits of Co-operative Efforts Under System Now Being Formed.

By J. F. Langner

Wheat growers of the Northwest are organizing the biggest cooperative marketing association of farmers ever conceived in this country.

The marketing of wheat is one of the great present problems of the Oregon farmer. It is subject to wide range in price fluctuation and enormous waste in distribution. It is perhaps after the New York Stock Exchange the basis of activity for the second largest speculative group in the entire country.

The application of cooperative marketing principles to wheat is not new, but the so-called cooperative elevators are strictly speaking not cooperative at all.

WHEAT GROWERS FIRST

The capital stock elevator company, farmer owned, is in reality nothing more or less than a private corporation organized for profit, the profit in this case being made out of the wheat grower who does not happen to be a stockholder in the company. The purely cooperative association has no interest other than to make just as high a profit for its wheat grower member as possible.

The cooperative marketing association producers are successfully marketing farm products all over the world.

In California there are now over 20 state associations selling more than $300,000,000 of farm products every year. Some of the associations handle products grown almost exclusively in California; others handle products grown in every state in the Union. All of them they handle successfully.

MANY PROBLEMS FACED

These associations have faced every problem in production, harvesting, warehousing, packing, processing, manufacturing, financing and marketing.

They have solved every problem likely to come before an association of wheat growers, and the soundness of economic marketing through purely non-profit cooperative association of farmers of general similar type and character to those of California have been absolutely established both in principle and practice.

Wheat growers have attempted to market their products more or less collectively for a long period of time. The fact that they are no further forward today than they were 40 years ago is proof positive that the local associations or local cooperative elevator companies are failures.

LOCALS ARE HANDICAPPED

Locals are unable to substantially help the individual wheat grower finance his crop marketing or advise him on marketing prospects.

First: Because the local is too small to be of any real moment in the maelstrom of wheat marketing, and, secondly, because as individual and independent units they have not the financial resources to secure advance information on market conditions as do the big buyers through privately owned statistical organizations all over the world.

The grain buyer makes a shrewd study of world crop conditions. He has advance knowledge of when to buy and when to sell. He gauges foreign and domestic demands with considerable accuracy. Frequently he employs high salaried agents to gather advance information on crop conditions from over the world.

BUYS AT RIGHT TIME

This enables him to buy his wheat from the farmer at just the right time to assure him handsome profits even with enormous overhead expenses. To the public and the farmer he discloses only such information as he pleases.

The speculator spends all his time on marketing problems.

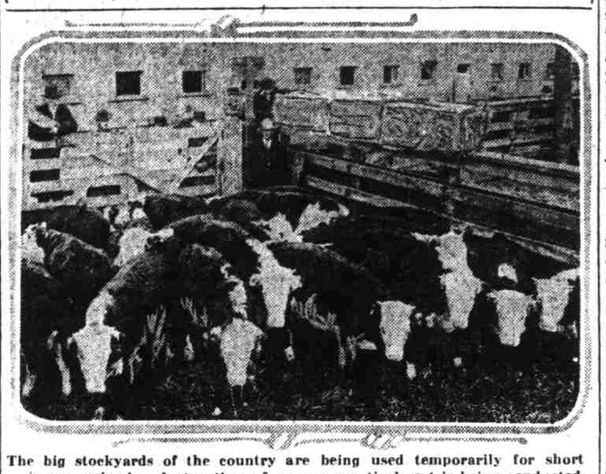
The wheat grower spends most of his time growing wheat, part of his time financing himself along and part of his time on marketing.

The wheat grower must spend all his time growing wheat and employ the best experts possible to do his financing and marketing for him. This applies not only to wheat, but to every other line of agricultural production. It is the solving of an economic problem through economic sources without recourse to political revolution.

200 Holsteins Listed

Chehalis, Wash. — At a Lewis County Pure Breeders' club meeting, E. A. Donaldson, secretary, reported about 200 purebred Holstein cattle listed. Officers chosen were N. C. Sears, Winlock, president; Harry Hamilton, Chehalis, vice president; G. R. Walker, Chehalis, secretary.

PRACTICAL INSTRUCTION



The big stockyards of the country are being used temporarily for short course schools. Instruction of a very practical sort is being conducted, namely, in the best methods of marketing livestock. One of the first of these schools was conducted in the National Stockyards at East St. Louis, Ill., a few weeks ago, and was such a pronounced success that the "students" unanimously passed resolutions urging that similar courses be offered semi-annually. The bureau of markets of the United States department of agriculture in cooperation with the National Federation of Livestock Shipping associations has been instrumental in promoting this work. This instruction is given primarily for managers of livestock shipping associations and others directly interested in shipping livestock. A course similar to that given at St. Louis has been conducted in Kansas City. Arrangements have been made for repeating them in Omaha, Chicago, Sioux City, Detroit, South St. Paul, and other cities.

Livestock Questions Answered

By Dr M. Howes, Veterinarian.

Question—I have several cows that have garget; one had it and lost one quarter; then several others were taken in same way. What would you advise as to treatment?

Answer — First isolate cows with garget. This disease is quite contagious in some cases. It can be carried by milker's hands or spread from cow to cow. The practice of milking such cows on floor is very dangerous to cow next to diseased one. After milking such a cow always wash hands before going to next animal. Treatment consists in increasing the circulation by means of massage and heat. Hot applications of water and oils help. A suspensory is of help in some cases. The injection of oxygen, antiseptic solution, etc., is best carried out by a veterinarian. It is now possible to give antiseptics that are eliminated through the udder. However, this kind of treatment should be performed under the supervision of a veterinarian. Feed a light, laxative diet.

Question—We recently lost a cow by choking on an apple. What can be done to prevent this loss if this should happen again?

Answer—Try and remove apple by running hand down throat of cow and removing it manually. A great many cases can be relieved in this manner. The careful use of a rubber hose will sometimes dislodge the foreign body. If you have sent for a veterinarian place a gag in mouth until he arrives. Never let animal bloat up and die. Either tap animal or butcher same before any danger of suffocation occurs.

Question—How long does a cow carry a calf? Also a mare?

Answer—Popular opinion to the contrary, there is no fixed or certain time for the duration of pregnancy of either a cow or a mare. The longest case on record of a living foal is 419 days, for a cow 330 days. The shortest time for a mare is 387 days, for a cow 240 days. The average length of time for a mare is around 336 or 337 days, for a cow 280 or 281 days.

Australian Breeder Sees Oregon Herds

W. S. Conochie of Tulgoora, Queensland, Australia, who is interested in one of Australia's big breeding herds and an instructor in the agricultural college there, is returning after a course in animal chemistry at the University of Edinburgh. He is making his way home via the United States and Canada. While in Oregon he visited the O. A. C. and the Ashburn herd of Jerseys of J. M. Dickson & Son at Shedd. Conochie has studied many of the leading herds and colleges on both sides of the water.

The Dalles Has Farm Loan Meet

The Dalles National Farm Loan association has elected the following officers for the present year: Lester B. Britton, president; Andrew M. R. Roberts, vice-president; Carlton L. Pepper, secretary-treasurer. Approximately $150,000 in loans has been made through the local association.

LITTLE CAN BE DONE NOW TO REPAIR TREE DAMAGED BY STORMS

Horticulturist Advises Nature Be Allowed to Remedy Damage Done This Winter.

Oregon Agricultural College, Corvallis, Jan. 24.—Winter damage to fruit trees ranged all the way from slight damage to winter kill. This is shown by an extended survey conducted by the experiment station division of horticulture. The injury was much heavier in some sections of the state than in others.

Injury was most serious in the trunk just above the snowline and in the main limbs. It shows as discolored bark, cambium layer and sometimes the wood itself. The tender growing points and sometimes the inner portion of the fruit spur are affected. Many buds are affected, especially on sweet cherries and pears.

DAMAGE DONE VARIES

"All gradations of damage are found," says a preliminary report issued by W. S. Brown, chief of the horticultural division. "Among the causes for this difference are condition of tree at time of freezing, variety of tree and location. In a few instances the portion of the tree just above the snow line is entirely killed, while in others the bark and wood are not so seriously hurt as to prevent recovery, though the crop will not set for next year. In some trees the limbs on the south and southwest sides of the trees may be killed while the remainder will recover. On some limbs patches of bark may die, having later to be cut out and painted and the place bridge grafted."

Nature should be given a chance to repair the injuries. But little to remedy the damage can be done now, in the opinion of Professor Brown. Pruning, except on neglected trees, is not advised until the extent of the injury appears in April or May. Limbs that are needed later might be cut now, and the uninjured buds in the top will be needed to help pull up the sap in early spring. The more of these buds removed the less will be the circulation pull. The sap should be taken to all parts of the tree to prevent drying out and to give the injured cambium a chance to recover.

PRUNING NOT ADVISED

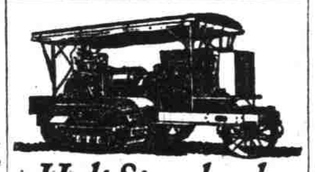
"If the tree has been killed it is only throwing away money to prune when pruning can do no good," the report continues. "Furthermore, large cuts made by removing big branches expose considerable tissue to drying out, thus injuring circulation of the sap."

If the trees have been hard hit no pruning is advised, but badly neglected trees that show but slight damage may be thinned out. When the condition of the tree is definitely determined later in the season all wounds made by removing larger limbs should be painted over with white lead and linseed oil, sometimes Bordeau, which keeps out fungi.

As soon as the character of the injury definitely appears statement on methods of pruning will be issued by the station horticulturist.

Buys Hereford Stock

W. A. Leathers, feed dealer of Hermiston and alfalfa grower in the Columbia district, has purchased a registered Hereford bull from Chesney brothers of Evanston, Wyo., and is negotiating for the purchase of three registered heifers of the same breed. Mr. Leathers contemplates raising Hereford cattle on his stock farm east of town.



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Duroc Breeders

Check This Advertisement

And be sure and be in Salem, Oregon, Wednesday, February 4, 1920. That is DUROC DAY. There will be a show of Duroc sows and gilts in the forenoon and an auction sale of the show animals in the afternoon. The Durocs offered are of the most popular blood lines. The progeny of the following great sires will be offered: Model Great Wonder (sire of grand champion boar 1918 besides many first prize winners), Col. Stadacona (grand champion Spokane Fair 1917 and sire of champion and many of the firsts at Spokane 1919), Golden Rule, Fruit's Good E. Nuff, Chief, Golden Rod, King of the Valley, Monarch of the Nook, Favorite's Model and others. The sows and gilts are carrying pigs by equally as good boars, including Beauty's Great Wonder, grand champion Oregon State Fair. (There are four full sisters to this boar in the sale). And National Critic, grand champion at Los Angeles and first prize at San Francisco and Portland shows, 1919. The consignors include the breeders of the best Durocs in the West.

The event will be held at the Oregon State Fair Grounds.

The judging in the forenoon, the sale starting at 1 o'clock P. M.

The United States National Bank of Salem will entertain the Duroc breeders and visitors at a banquet at the Commercial Club room at 7 P. M. on February 3, the evening before the sale. Make yourself known at the office of the sale manager, 215 South Commercial street, and secure ticket.

It is not too late to order catalog or Call at sale manager's office and one will be furnished.

Remember—Show and Sale February 4. Banquet evening of February 3. COME.

Sale under the auspices of the Oregon Duroc Jersey Breeders' Association, J. W Fruit, Brooks, Oregon, President.

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COL. J. W. HUGHES, Auctioneer, Forest Grove
C. D. MINTON, Clerk, Portland, Oregon
W. L. SHEARD, Dayton, Oregon
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Sale Committee.

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