

EFFICIENT MARKETING

OREGON COUNTRY LIFE

EDITED BY J. F. LANGNER

BETTER FARMING

OREGON BANKERS AND FARMERS PLAN CLOSER TEAMWORK

By J. F. Langner
At the annual meeting of group one of the Oregon Bankers' association, plans were laid for closer cooperation between the banker and his farmer customer. Suspicion of the local banker on the part of the farmer, if suspicion there be, is due to ignorance of the function and modus operandi of the banker rather than of his business.

The banker is the financial backbone of his community, especially in the country districts. He it is who, nine times out of ten, shoulders the financial responsibilities and listens to and helps the farmer in his time of need to carry him over the critical times of crop financing, during the periods of sowing as well as harvesting. To the banker, who recognizes his responsibilities and lends a sympathetic ear to the problems of his farmer customer, his moiety of success is assured. In the degree that the country banker is willing to lend a helping hand, when needed, to his farmer customer, in the degree that the banker goes out of his way to help these customers solve not only their financial, but their marketing problems as well, in that degree is the banker himself prosperous. The prosperity of a farming community is clearly reflected in the farmers' deposits in the country banks. Before the conclusion of the meeting the sentiment was generally expressed, though unofficially, that the bankers of Clackamas, Multnomah, Yamhill, Washington, Columbia, Clatsop and Tillamook counties would earnestly seek to cooperate with their farmer customers in helping solve their marketing as well as financial problems.

INDORSE COOPERATIVE PLANS
Very interesting was the discussion of this group of bankers of the farmers' marketing problems. Speaker after speaker endorsed the plan for cooperative marketing of Oregon fruits. "The present unrest," said one speaker, "is largely due to inadequate marketing facilities offered the farmer, and it is our duty to our community to help these farmers solve these problems."

Said another speaker: "We are perhaps too prone in our desire to hold a large account for a bank is a business institution and is presumably run for profit as is a farm to the detriment of our smaller customers. But if we can bring prosperity to our smaller customers then we are indeed of service to our community." Immediate help and support to the growers in the counties represented in group one of the Oregon Bankers' association, in the solving of many marketing problems vitally affecting the interests of agriculture, will be the result of this memorable meeting.

MARKETING PROBLEMS
Chief among the topics discussed at the convention was the advantage of cooperative marketing, especially among the fruitgrowers of Western Oregon. The sentiment generally expressed was that statewide cooperative marketing, under the plan of the Oregon Fruitgrowers' association, would go far toward solving some of the marketing problems confronting the farmer of today. Cooperative marketing in California has brought the fruitgrowers of that state from almost abject poverty—distress unknown to the farmers of Oregon—to a high degree of prosperity. And this prosperity is clearly reflected in the condition of the country bankers. For example, it is but a few years since 10,000 prune growers in California had less than \$2,000,000 to deposit in their banks as the sales of an entire season's crop of California prunes. Last year the 10,000 members of the California Prune association sold a portion of the crop for over \$24,000,000. Just \$20,000,000 more was deposited with the country bankers by the organized prune-growers than had been deposited when in an unorganized state. The banker, the merchant and the business man share in the prosperity of the farmer, who is indeed the basis for all prosperity or poverty, as the case may be, in agricultural communities such as California, Oregon or Washington.

Further, the bankers of California today consider membership in a cooperative association a distinct asset when a grower is asking for credit. This was strikingly demonstrated at the bankers meeting by Vaughan, cashier of the Butler Banking company of Hood River, who said: "We consider membership in the Hood River Apple-growers' association additional security for loans, because we know that our customer's marketing problem has been solved and he is positive of a good price for his crop." In some sections of California today, particularly in the raisin district, this membership is considered by bankers so vital as to mitigate the chances of a loan from any banker in the raisin country to a grower who is not a member of the Raisin Growers' association.

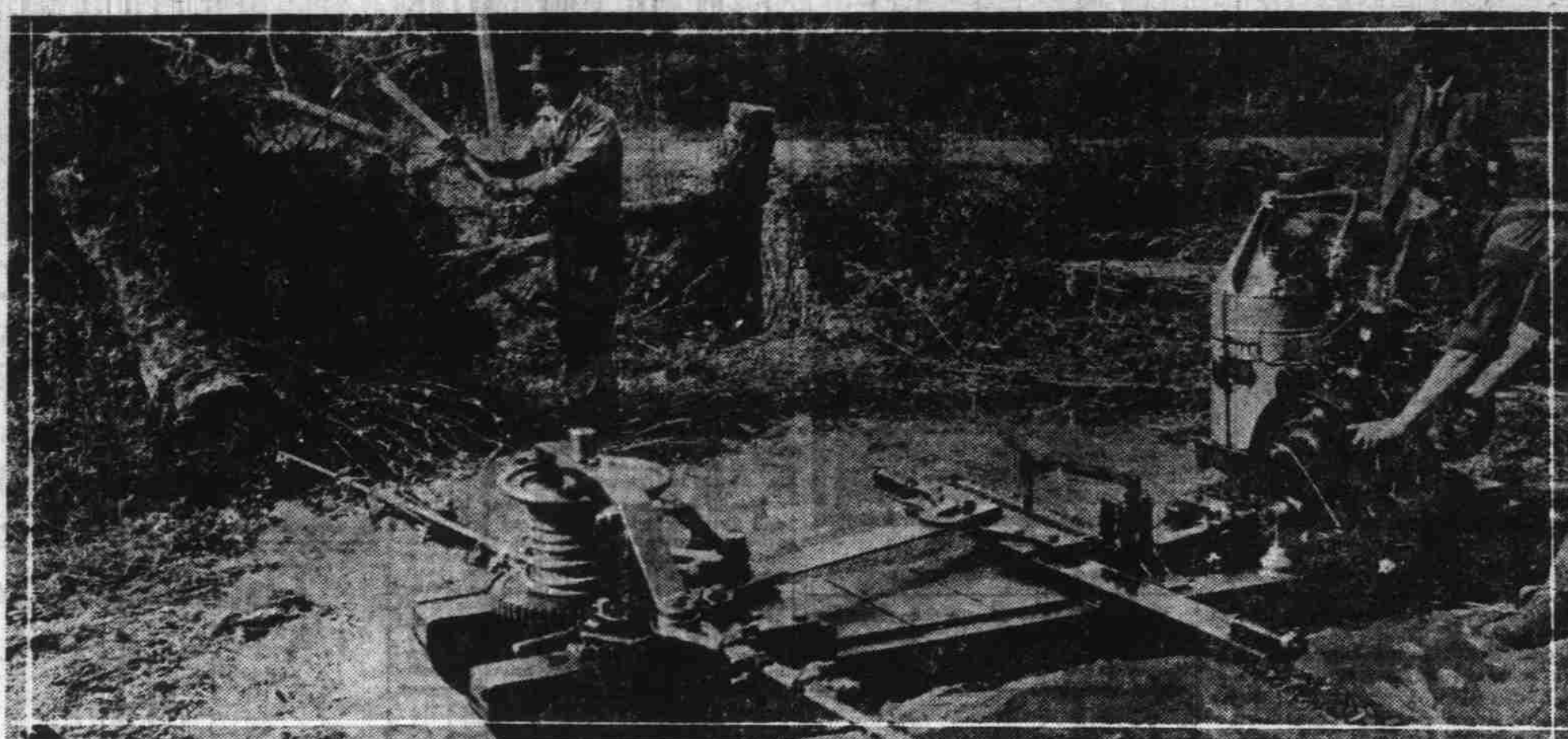
ASSOCIATIONS RECOGNIZED
Bankers of California recognize the value of statewide cooperative associations and stand ready to help any legitimate organization for more efficient marketing. For efficient marketing of the farmer's product is the final factor

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CLEAR ACRE A DAY OF LOGGED-OFF LAND



A new motor driven stump puller which has demonstrated its ability to clear an acre a day of logged-off land. The machine, which is the invention of E. A. Vaughan of Portland, is demonstrating its power by pulling large stumps in the vicinity of Gresham at the rate of one every eight minutes. This machine pulled out four stumps simultaneously Friday.

which makes it worth while to produce a crop at all. Of little use to continue production if the farmer is unable to market it in the best possible manner and secure for himself—to be deposited with his banker—the best market price obtainable.

Many of the bankers present were already stockholders in the Oregon Growers' Cooperative association, subsidiary company of the Oregon Growers' Warehousing corporation, which will own and operate cold storage warehouses, packing, processing plants and, if necessary, canneries in various parts of the state.

Lice Add One Cent Per Pound to Cost Of Pork Production

Lice add a cent a pound to the cost of producing pork. This has been found in tests just completed at the experimental farm of the United States department of agriculture at Beltsville, Md.

Twenty-four lousy hogs were secured and divided into two lots as nearly equal as to quality of animals as possible. The two lots were managed and fed the same way, with the exception that one lot was treated to prevent lice.

The animals were weighed at regular intervals and at the end of the fattening period it was found that the hogs infested with lice cost a cent a pound more to fatten than those which were free of the troublesome pest.

The officials of the department who had charge of this experiment give an interesting side light in connection with securing the lousy animals. They communicated with some of the department's field men, asking them to locate lousy hogs.

It was some time before a reply was received to this surprising order. After the lousy hogs were purchased the owner learned why, and he immediately built a dipping vat and began to treat the animals to prevent lice.

Elma Club Plans Trip To Puyallup Valley
Elma, Wash., May 8.—Wednesday, May 12, the Elma Community club will run an auto excursion to Puyallup, leaving Elma at 7 in the morning, to view the berry fields and the intensive farming operations of the Puyallup valley. C. T. McWhorter, county agricultural agent, will be in charge of the demonstration work.

The officials at the state experiment station will cooperate and will explain details of planting, cultivation and harvesting of berries and small fruit. Students of the Elma high school, who are interested in berry culture will be taken, and are included in this general invitation.

Cascara Bark

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Livestock Questions Answered

By Dr. M. J. Rowes, Veterinarian

Question—Will you kindly advise me what to do to prevent and cure white scours in calves? They seem to be affected at birth.

Answer—First thoroughly disinfect stable. Before calving remove cow to a clean, freshly disinfected box stall. After calving, the navel should be treated with some disinfectant. Equal parts of boracic acid and iodoform makes a good preparation. This should be applied three or four times a day until navel is dried up. Before allowing the calf to suck, wash udder and teats clean with some mild antiseptic. The sick calf is best taken care of by a veterinarian, who will administer the white scour bacteria.

Question—Is there any way to detect John's disease in the living animals?

Answer—The examination of the feces by aid of the microscope is reliable

In only about 40 per cent of chronic cases and less so in average cases, being about 20 per cent successful. It is also very easy to confuse the different organisms that are normally found in the feces. At the present time some investigators are trying to develop a similar product to tuberculin to diagnose John's disease. They call this product Johnin. It is to be hoped that this product will prove as worth while as tuberculin has.

Question—One of our 4-year-old colts does not seem to do well. Is it possible for a young horse to have any trouble with the teeth?

Answer—By all means have the animal's teeth examined. There may be sharp or irregular teeth or even some such wash udder and teats clean with some mild antiseptic. The sick calf is best taken care of by a veterinarian, who will administer the white scour bacteria.

Kansas City Chosen

Kansas City has been selected as the meeting place for the next international convention of the American Poultry association during the second week in August. T. E. Quisenberry of Kansas City is head of the committee in charge of arrangements.

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HOW MUCH MUST AN ACRE YIELD FOR FAIR PROFIT, IS ANSWERED

Is the per acre yield of your farm sufficiently high to make satisfactory returns on the capital and labor expended in producing crops on it?
This is one of the 15 questions that the United States department of agriculture urges every farmer to answer for himself in determining whether or not he is managing his farm efficiently. In a number of farm management studies in the South, on small farms averaging 25 acres of crops, the department found under present conditions that an average yield of 255 pounds of cotton an acre is required to make an average farm income barely sufficient to pay a fair rental for the use of the land and give the operator ordinary wages for his labor and management. Not until the group of farms with an average of 121 cropped acres was reached did an average yield of less than 215 pounds of cotton an acre make an average farm income sufficient to pay a fair rental for the use of the land and give the operator ordinary wages for his labor and management. The influence of yield on cost of production was just as marked with corn and other crops as with cotton.

Full details as to this and the other 15 points involved in efficient farm management are embodied in United States department of agriculture circular 33, "Testing Farms in the South for Efficiency in Management," copies of which may be had free on application to the department of agriculture, Washington, D. C.

Farm Bureau Has Campaign

Ashland, May 8.—The Jackson county farm bureau has fixed the week beginning April 5 as farm bureau week at which time an intensive campaign for membership will be carried out. School districts over the county will each have a captain, who, in turn, will appoint officers and committees as solicitors. The benefit work of the bureau on lines of home improvement and economic buying and advantageous selling of products is a remarkable force for better living in the county.

More Tractors Sold

Kelso, Wash., May 8.—Farmers of the diking district in this vicinity have purchased four more tractors recently. F. L. Stewart installed a Heer four-wheel tractor and a Moline on his big ranch at La Du, where he now has three machines. A Rejnikka of Mt. Solo purchased his third tractor, an Avery. Mustafa Brothers of Mt. Solo bought a Fordson. More than 100 tractors are now used in farming operations in this vicinity.

Pumping System to Revolutionize Crop Raising, Says Wilson

Crane, Or., May 8.—To demonstrate to his neighbors and all Harney county that water can be thrown on land by the pumping system, Charles Wilson, living about 25 miles west of Crane, has started an irrigation project that has fair to revolutionize the growing of crops in this so-called dry farming section. Seeing is believing. One can go to the Wilson ranch and see what he has accomplished.
Centrally located on his large tract cleared of sagebrush, Wilson has installed his pumping plant. A flow of water was found at a depth of 25 feet. With a 20-horsepower gas engine and a 4-inch centrifugal pump water is thrown into the ditch at the rate of 1000 gallons per minute. The water supply is inexhaustible. Wilson has already built the main canal, and laterals will complete the system for irrigating 150 acres of rich volcanic ash soil. Although there is sufficient water to irrigate over 200 acres the first unit of prepared land constitutes less acreage. Alfalfa will be grown on the major portion of the tract. The cost and upkeep of the Wilson irrigation project is set at low figures compared with gravity ditch systems installed throughout the Pacific Northwest.

Duty on Hides May Be Seriously Felt

The imposition of a duty of 15 per cent on all hides and skins exported from British India probably will be seriously felt in the markets of this country, according to the bureau of markets of the United States department of agriculture, since India is one of the principal sources of America's supply of goat skins, buffalo hides and calf skins, and also has sent this country quantities of cattle hides, the total for the fiscal year of 1919 being 2,096,708 pounds. In 1917 the total was several times that amount.
In 1919 the United States imported \$9,064,528 pounds of goat skins. Of this amount \$1,987,800 pounds, or 17 per cent, came from India. Out of a total importation of 9,514,989 pounds of buffalo hides, 58 per cent were imported from India.

TRACTORS DOING EXCELLENT WORK FOR ORCHARD MEN

Hood River, May 8.—Perhaps at no period in the history of fruitgrowing in this section has any implement proved itself of more actual value in a time of emergency than the tractor. Owing to the unusual weather conditions which prevailed through the month of March and the first three weeks of April, few orchards in the valley were in such shape that they could be plowed and harrowed. When the weather did improve many orchardists found that other work had so accumulated that between spraying and pruning they had little time to spare for soil cultivation. This gave the tractor an opportunity to prove its real value, and owners have found that not only in the tractor of great value to them in their emergency, but that other ranchers who do not own them are prepared to pay a good price to have their orchards plowed while they concentrate their valuable time on completion of spraying and pruning in the hope of getting caught up in time for thinning, which will shortly be due.
Tractor owners who are working over their neighbors' orchards are reaping from \$8 to \$2.50 per hour, and orchardists on whose orchards they have been used declare they are cheap at the price, especially when it is remembered that they will easily plow and harrow one acre or more per hour. In the heavy sod, which is in some of the orchards, the tractors will cut two 10-inch furrows with their double gang plows, and in the manner in which these tractors are adapting themselves to the sidehills is a revelation to all. With the horse-drawn plow, two acres a day of 10 hours was the best that could be expected, and that only in the comparatively level orchards. The tractor is not only here to stay, but in a few years every orchardist will come to regard one or other of the various types as essential to successful fruit growing as the power sprayer has proved to be. And among the most enthusiastic of the users of tractors today are the doubters of three years ago who declared that no tractor could ever be made that could take the place of the horse in the orchard.

Verdi model
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