

EFFICIENT MARKETING

SUCCESS ASSURED
FOR REORGANIZED
POULTRY RAISERS

By J. F. Langner

Reorganization of the Oregon Poultry Producers' association under the name of the Pacific Poultry Producers' Inc., and the arrangements made to include the representative Winlock group in the new organization is the most important development of the cooperative movement in the Pacific Northwest in the last two months.

The retention of Aaron Sapiro of San Francisco, attorney and chief counsel for the famous Petaluma Poultry association, to work out details seemingly assures the final successful solution of the Oregon and Washington poultry producers' troubles. There is literally no excuse today for any egg producer to remain outside of this new organization, representing as it does the collective and best thoughts of the leaders in the commercial egg industry of Oregon and the Winlock, Southwestern Washington, district.

PETALUMA PLAN ADOPTED

The adoption of the new Petaluma association plan and the reorganization of the association on a national level and interstate plan means that the association will immediately upon organization become a dominating factor in the Pacific Northwest egg market. The adoption of a plan which places the new association in a financially impregnable position means that there will no longer be a long wait between the delivery of eggs and the receipt of returns.

The result of proper organization of any producers' association is truly remarkable. Whereas under the old plan the poultry association was virtually on its knees to the bankers of Portland, because it was not organized on a proper financial basis, just as soon as the new form of organization was announced, at least two of Portland's leading banks began bidding for the business of the association.

COOPERATIVE MARKETING

Cooperative marketing of eggs, under efficient management, presents no more difficulties than the cooperative marketing of any other farmer's product—indeed the problem is frequently less difficult. The Oregon Poultry Producers' association has marched forward, under the management of U. L. Upson, and has been a large factor in keeping the price of storage eggs at their present figure. But there is a limit to even the best of management, and improperly financed, the association could never hope to accomplish all that is desired by the members. Properly organized, as is the new association, there is no limit to the good which the organization may do in the future, and its beneficial effect upon the egg industry of Oregon will be far reaching.

GROWERS' PROBLEMS SAME

Producers, whether they grow fresh fruit or hens, have fundamentally the same problems and the same solutions. The poultry producers are about to develop the Eastern market for eggs. The association will look upon egg production in terms of the industry, instead of Oregon and Washington competing for the same markets, they will grade their eggs together, put up the same quality and standard case and sell jointly, both enjoying the benefits of cooperation.

The grower who is not a member of the association is in reality actually hurting his own market. Competition tends to reduce prices when it is the farmer who is selling, because he is a seller always. When there are more buyers than there are sellers, the price goes up. When more sellers—and there are always more sellers than buyers of eggs—then the price goes down. But when the grower sells his eggs through an association, to all intents and purposes he becomes one with his neighbor and the price is stabilized because there are a number of buyers who compete with each other for the association eggs, thus creating a tendency for a higher and more profitable price to the producer.

FINANCIALLY STRONGER

One of the most important features of the reorganized association is that its financial strength will enable it, if desired, to store eggs for its members and at the same time practically return to them the full market value at time of delivery.

At present dealers and speculators buy from the producer during the period of



Leaders of poultry industry who met to discuss reorganization of the Poultry Producers' Marketing association. Bottom, left to right—J. S. Imel, R. G. Scott, R. E. Butler, Arthur Goldsmith, C. S. Brewster, G. W. Hewitt, A. F. Robertson, M. A. Webster, Miller, A. D. Zinzer, C. F. M. Ruder. Second row—H. Blumstrom, E. W. Gribble, B. B. Coon, E. V. Palmer, U. L. Upson, general manager Oregon Poultry Producers' association; C. M. Littlehales, A. R. Lyman, J. R. McRae, president; C. R. Duer, treasurer. Third row—A. Samuelson, Winlock; Carl Maki, D. T. Williams, O. W. Sawtelle, C. S. Whitmore. Back row—Walter Kanne, Matt Torkko, Thompson, F. Hovala, Paul V. Maris, director of extension Oregon Agricultural college; Professor Cosby, E. B. Miller, Professor Lund, Frank Brewster, F. C. Shradar.

POULTRY ASSOCIATION LEADERS

PLAN OF TREATING
BOUND CROP GIVEN

The crop of the chicken sometimes becomes overloaded with feed, and its thin muscular walls become distended and partially paralyzed, so that the organ can not be emptied,

For treatment, pour one fourth of one half ounce of melted lard or sweet oil down the throat and manipulate the contents of the crop with the hand in such a way as to tend to break up the mass. Unless the passage is closed the contents of the crop will usually pass away within a few hours. For a few days feed should be limited in quantity. If the foregoing method is ineffectual and an operation becomes necessary,

clip away the feathers from a part of the crop, and with a very sharp knife, lance or razor make an incision about 1 1/2 inches long through the skin and the wall of the crop. Then carefully remove the contents of the crop with the finger, the handle of a spoon, or some other convenient object, and wash out the crop with warm water. Pass the finger, well oiled, into the esophagus to see that there is no obstruction.

Sew up the wall of the crop first, then the outer skin, using white silk or linen thread and being careful not to sew the two membranes together. In a few days the wound will be healed. Feed sparingly on whole grains until the wound heals, and do not give any water for 24 hours.

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Announcement of

REORGANIZATION OF

Oregon Poultry Producers Association

To the Poultry Producers of Oregon and Washington

PACIFIC POULTRY PRODUCERS, Inc.

is being organized for the purpose of

Eliminating speculation and unnecessary market speculators between the producers, legitimate distributors and the consuming public.

To secure wider—national distribution—of Oregon and Washington poultry products—that producers may at all times secure the benefits of prices actually based upon the unrestricted laws of supply and demand.

To provide adequate capital for the financing of the storage season and eastern shipments.

To standardize the quality and grade of Oregon and Washington eggs that they may command the full selling price.

To secure for the producer the full advantages of the storage season.

To eliminate waste in the cost of distribution.

To reduce overhead expense, production and marketing costs to their irreducible minimum.

Pacific Poultry Producers, Inc., is the logical growth of the Oregon Poultry Producers' association. Its form of organization is founded upon the world famous Poultry Producers Association of Petaluma (California).

Pacific Poultry Producers, Inc., is to be organized under the laws of the state of Oregon.

Membership is strictly limited to bona fide commercial egg producers.

It is backed by the most prominent and experienced poultry producers of Oregon and Southwestern Washington

Co-operation, upon the plan adopted by the Pacific Poultry Producers, Inc., is the universal practice of modern successful farm marketing.

It means the elimination of unnecessary waste. It standardizes quality. It creates new markets and stabilizes old ones. It gives the producer a voice in fixing a fair price for his product. It stimulates public demand and gives the producer the greatest return for every dollar invested. It provides sufficient capital to finance its operations successfully.

ORGANIZATION COMMITTEE

J. R. McRae, Milwaukie
C. R. Duer, Newberg
R. A. Stewart, The Dalles
F. C. Schroeder, Portland
A. R. Lyman, Gresham
G. M. Littlehales, Forest Grove

G. B. Coon, Corvallis
C. S. M. Ruder, Junction City
R. E. Butler, Jennings Lodge
E. W. Gribble, Canby
W. A. Kanne, Milwaukie

A. F. Robinson, Portland
A. Pakkala, Winlock, Wash.
A. Samuelson, Winlock, Wash.
Carl Maki, Winlock, Wash.
Prof. C. I. Lewis

Trustee pro tem F. C. SCHROEDER

Address all communications to U. L. UPSON

OREGON POULTRY PRODUCERS ASSOCIATION (Cooperative)

PACIFIC POULTRY PRODUCERS, Inc.

616 Stock Exchange Building, Portland, Or.

Rotation Increases
Production of Crops

There are many reasons for rotating crops. Some are more important in one section, some in another. Among them may be mentioned the following: Rotation increases the total crop yield. It distributes the risk of crop failure, since conditions injurious to one crop frequently do not affect other crops. It gives a better distribution of farm labor throughout the year.

It allows the keeping of more livestock, which favors a better use of farm crops and furnishes farm manure. It allows the use of green-manure crops and the satisfactory application of farm manures, thus maintaining the fertility of the soil.

It insures a better control of weeds, injurious insects and fungous diseases of crops.

It uses soil moisture more completely, as different crops use water differently.—Farmers' Bulletin 678, United States Department of Agriculture.

Chicken Lice Destroyed
Dipping fowls in a soap solution made by dissolving one ounce of laundry soap

In a gallon of water will destroy all chicken lice, but a second dipping 10 days later is necessary in order to destroy the lice that have hatched from eggs which are not killed by the treatment.

Egg Producing Periods Vary

The hen's greatest egg producing periods are the first, second and third years, depending upon the breed. The heavier breeds, such as Plymouth Rocks, may be profitably kept for two years; the lighter breeds, such as Leghorns, three years.

or the opening into the lower esophagus may become clogged with a feather, a straw, or some other substance which the bird has swallowed. The crop is greatly distended and the mass of feed is rather hard and firm. In both cases the symptoms are the same, and treatment should be conducted on the same principles. United States department of agriculture specialists say.

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Dairy Feed
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Horse Feed
Molasses Stock
Alfalfa Molasses Feed
Stock Feed
Pigeon Feed

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Each sack of OLYMPIC Feed shows exact content and proportion of each feed element. Every 100 lb. sack of OLYMPIC FEED represents 100% of feeding value.

Poultry Raisers and Gardeners

We are in excellent shape to equip you with all the necessary Supplies, Foods, Remedies, etc., to make your work a pleasure and success. Our experts will give the benefit of their many years of experience and study—new methods, new plans, new foods and remedies. It pays to keep up to date.

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CHOLERINE—A wonderful tonic and the guaranteed specific for Chicken Pox, Roup, Cholera, Limber Neck, White Diarrhoea and Worms. Do not think of Cholerine as an ordinary Cure All, as it is a wonderful achievement of modern chemistry and is doing a valuable service for poultry keepers. We can refer you to the largest and most successful poultrymen who will gladly testify to its wonderful work. Descriptive pamphlet on request.

GERMO—INSECTICIDES AND DISINFECTANT, PINE-OL, DIP, INSECT POWDERS

Conkey's Buttermilk Chick Starter

For the first eight weeks. That is the critical period in the chick's life—that's when your big losses occur—that is when the profit you counted after hatching goes glimmering—that is when you must have CONKEY'S, the original Buttermilk Starting Feed for Little Chicks. It prevents the big losses due to weakness and disease and gives your chicks the quick, easy gateway that produces the early broilers and layers. It is made of pure sweet grain combined by a special process with concentrated sanitary buttermilk in the original Conkey way. You can't afford to be without it.

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