

EFFICIENT MARKETING

OREGON COUNTRY LIFE

EDITED BY J. F. LANGNER

BETTER FARMING

CALIFORNIA FARM ASSOCIATIONS NOT ALL OF ONE TYPE

Reference is so frequently made to the various California cooperative marketing associations as being typical of standard forms of organization upon which farmers of other parts of the country should or should not model their own organizations, that a general belief obtains that all California marketing associations of farmers are of one single type.

This is far from being the case. For example there is probably no other group of farmers who could organize successfully upon the same plan as the California Fruit Growers exchange, shippers of the "Sun-kist" products. The "exchange" is all that the name implies. It receives from about 40 cooperative associations carload lots of oranges and disposes of these in markets of the world paying over the whole proceeds to the associations as wholesaler. It maintains the exchange in paid for by subscriptions of member associations based upon the number of carloads delivered to the exchange itself.

The exchange as a matter of fact does not handle any of the individual association's money. It sends the original check for the carload of oranges or lemons direct to its shipping member and receives its commission in due course. Of course all members abide by rulings of the exchange and grade and ship as instructed. But this form of organization is only possible where there is a very rich group of grower members, such as the oranges, because they all have to wait for their returns until the associations have actually received money for the oranges. Frequently a considerable length of time. The Raisin Association of California is an entirely different form of organization. The association has a capital stock of several million dollars. Anybody can be a stockholder. Many banks and private individuals hold stock. But the margin of profit on the stock is limited. Only a fixed rate of interest can be earned. It has no speculative value. Thousands of dollars are paid out and receive dividends on their stock earned out of the raisins they ship to the association. The association makes a contract with its grower members guaranteeing them a fixed minimum price for their raisins. Then it sells the raisins after having packed and graded them in its own warehouses. It pays to the growers every cent it received for the raisins less only the actual cost of running the association, advertising, packing and selling and in addition an amount sufficient to pay a reasonable dividend on the preferred stock.

The California Prune and Apricot association, which did a volume of business last year exceeding \$20,000,000, is today conceding to the very best type of California organizations now existing in that state, although it is said the management is willing to admit that the plan of organization of the Oregon Growers association, the Oregon Dairy-men's league and the Washington Wheat Growers association are even one step better. The Prune and Apricot association has capital stock and a reasonable members up for a period of seven years. The capital stock of the association is all owned by growers who buy one share of stock for every acre of bearing orchard. Upon this stock a nominal dividend is paid. Only growers can be stockholders. Then there is a subsidiary organization which is owned by growers who are members of the association. This subsidiary owns packing houses and issues warehouse receipts to the association upon which it can borrow and pay the proceeds to its members. This was the first association to adopt such a plan, which is now becoming general throughout the country.

WORK ALONG SAME LINES

The Oregon Growers' association is very similar in form. The Dairy-men's league and the Washington Wheat Growers' association all have subsidiary corporations to handle by-products and warehouse products. The members sign up for from five to six years. The principal difference in organization is that the growers do not have to buy any stock in the subsidiary organizations because the preferred stock offers unlimited security to capitalists without imposing a burden upon the growers who frequently have little or no money to tie up yet want to cooperate. An invitation is extended to capital to join with the growers and lend them money on the security of their products for the period of years covered by the contract. It is in fact a true cooperation between capital and the farm and in such form that both benefit.

The cotton growers of the South have now adopted a similar plan of organization. They have organized with the

HOME GARDENS ARE HELPFUL



A small corner of the back yard, if not shaded too much, will produce enough summer vegetables for an ordinary family. Such a plot requires but little time and where water is available will furnish green vegetables the entire summer.

avowed intention of selling cotton direct to the spinners. They have an association and a subsidiary corporation through which they expect to hold in storage and sell their cotton in the open market without having to dump it in order to get money so that the farmer can "get by" and some speculator make most of the profit. The National Farm Bureau federation is also considering the organization of a national wheat growers' exchange upon precisely similar lines. The federation has already instructed a committee of 17 members to adapt the form of the Washington and Idaho Wheat Growers' associations, to a national institution.

Governor Cox and Warren G. Harding, candidates for president, in their speeches of acceptance both recognize the right of the farmer not only to collectively bargain and sell but to collectively purchase any or all of their products. It is safe to say that the next decade will see the spread of the cooperative plan now so universally in use on the Pacific coast to every line of farm product in the country.

\$60,000 OFFERED IN FAIR PREMIUMS

The premiums offered at the Oregon state fair, September 27-October 2, amount to \$60,000. This is \$10,000 more than was offered last year and will no doubt bring in many more displays from all over the country. It is stated that some Eastern cattle and swine herds never exhibited here before, will be present at the fair to take part in the competition.

All makes of tractors and farm implements will be shown both in operation and their various parts. The space for automobiles is all taken, assuring a good auto show.

A new feature of the state fair will be the rabbit classes. It is stated that large exhibits of rabbits are now assured and are expected to attract a good deal of interest.

In the racing and sport lines big attractions are offered in the way of auto polo and auto races that will supplement the regular racing events. Alex Sloan, a noted racer and auto polo player, will take part in the events. A 2:08 pacing race will be a big feature, with a purse of \$6000, the largest offered on this coast.

Many improvements have been made at the grounds and include the erection of a new machinery building near the grand stand and hard surfacing of walks and streets.

J. D. Farrell, vice president of the Union Pacific railway, is in charge of the agricultural department and is touring the state with the idea of getting all of the counties to exhibit their products.

Butter Fat Tests

Kelso, Wash., Aug. 7.—Tester G. M. Cole's report for July shows that three of the first five cows in the Cowitz Testing association belonged to T. D. Dungan's Jersey herd. The leading cow produced 59.5 pounds of butter fat in the month and the second best cow, which belonged to Charles Jabusch, produced 59 pounds. The average production of 481 cows was 28.98 pounds.

JERSEY SALE TO BE SHOW FEATURE

An event which is anticipated with keen interest by Jersey breeders throughout the Northwest is the "Golden Rule Jersey Sale," which will be a feature of the 1920 Pacific International Livestock exposition, and which will be held at the exposition building November 17. Upward of 40 of the finest animals from famous Jersey herds of the Northwest will be included in this sale, which will be under the general direction of a sales committee consisting of C. N. McArthur, Ed Carey and C. C. Dickson, all well known breeders of Jerseys.

A meeting was held by the sales committee at Salem last week to decide upon the qualifications of the consignments and other important details of the sale. The management of the sale will be in the hands of E. A. Rhoton of Salem and J. W. Hughes of Forest Grove will preside at the auction block. The committee plans to hold a high-class sale, requiring all animals to measure up to proper standards of both type and production and to be fully guaranteed as to breeding ability and health. Every proposed consignment will be personally inspected by the committee and no inferior animals will be admitted to the ring.

MANY PROMINENT BREEDERS

The list of consignors who have signified their intention of sending animals to this sale includes several of the most prominent Jersey breeders in America, breeders whose cows have smashed records and won high honors in the showing. The Pacific Northwest has the distinction of leading other sections of the country for the breeding and development of prize winning and record breaking Jerseys, and the event of November 17 will be of national interest. Among the noted breeders of the Northwest who will be represented at the "Golden Rule" sale will be Ed Cary of Carlton, Or.; J. M. Dickson & Son of Shedd, Or.; Iron Mine Farm, Oswego, Or.; Robert L. Burkhardt, Albany, Or.; F. E. Lynn, Ferryland, Or.; McArthur & Stauff, Rickreall, Or.; J. J. Van Kleek & Son, Beaverton, Or.; J. C. Brown & Son, Shedd, Or.; George Biersdorf, Hillsboro, Or.; W. O. Morrow, Independence, Or.; Frank Loughery & Son, Monmouth, Or. and J. P. Graves of Spokane, Wash. Some fine animals also will probably be sent to the sale by Pickard Bros., Marion, Or. breeders and owners of Vive La France, ex-world champion Jersey cow.

PRIZES TOTAL \$5500

Besides the "Golden Rule" sale, there will be other important Jersey events at the approaching Pacific International show. Cash prizes totaling \$5500 have been hung up by the exposition and the American Jersey Cattle club, and the Jersey section of the show will be notable in the annals of Jersey exhibitions. The judging will be done by one of the most famous Jersey critics in the country and there will be a Jersey breeders' banquet and other features. Roger H. Brown, owner and editor of the Jersey Bulletin, will come from Indianapolis

CHEHALIS FAIR PROSPECTS GOOD

Chehalis, Wash., July 24.—That the twelfth annual fair which will be held August 22-29 between Chehalis and Centralia will surpass all previous fairs in interest and exhibits shown is the belief of George R. Walker, secretary and manager of the Southwest Washington Fair association.

Local people have shown greater interest than ever before, and the county granges are taking a renewed interest in their displays, special prizes having been offered in such a manner as to make grange group exhibits worth while. Weather conditions have been well nigh ideal for the growing of crops this year, and a fine display of vegetables, fruits, grasses and grains is expected. More than 150 head of livestock owned by local people have already been signed for fair week, and inquiries from many people are coming in.

A number of fast horses are already undergoing training on the local track preparatory to the races. A number of noted racers will be seen on the track this year, as a considerable number from the Southern California district will be entered. Horsemen consider the local track the fastest half-mile track in the West, and because the Northern racing circuit opens at the local fair a large number of fast horses have been attracted.

All department heads are at work on their part of the program and report excellent success. These heads say as much about the fair is much keener than in past years, and they are experiencing no difficulty in lining up exhibits of high quality. The superintendent of the livestock department is H. W. A. Tramm, head of the county grange and an experienced farmer. His assistant is A. T. Flagg, county agriculturist. The dairy products are in charge of H. R. Shoupes, well-known dairyman of Adna. State Horticulturist Theo. Albert, stationed at Chehalis, has charge of the fruits, vegetables, grasses and grains. Mrs. M. C. Lowry, route 1, Chehalis, has charge of the culinary department. Mrs. J. W. Watson, Centralia florist, is in charge of the floral department. Mrs. Oscar Nelson is in charge of the art work. Miss Mary Lang of Centralia has charge of textiles and needlework. Miss E. Mary Meighen, county school superintendent, will oversee the educational department. The department of boys and girls' clubs will be in charge of F. L. Audrain, state leader of that movement. The apitary department will be looked after by C. Wallace of Chehalis, president of the State Beemen's association. Mrs. J. M. Slicher of Chehalis will again have charge of the better babies department.

Government Places Yamhill County on Soil Survey Map

Yamhill county has just won a place on the somewhat exclusive soil survey map of the United States department of agriculture. The results of the soil survey recently made by the federal department and the Oregon agricultural experiment station have been published by the government and a few advance copies forwarded to James T. Jardine, director of the station. The survey gives the kinds of soil, the crops grown most profitably and how seeded, cultivated, watered and fertilized. Some half dozen counties and parts of counties have been surveyed by the station and the federal government, and all agricultural counties will finally be included in this work of so great value to them.

Cow Is Tested Two Years Without Stop And Is Still Going

Not only to produce but to reproduce seems to be the chief ambition of Vive La France, a registered Jersey owned by Pickard Brothers of Marion, Or. A letter written August 3 from Ovid Pickard states in part: "Vive La France dropped a beautiful heifer calf July 30, just 14

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Bulletin Features Electric Problems

A bulletin entitled "Electric Light and Power From Small Streams" by A. M. Daniels, is ready for distribution. The farm department of The Oregon Journal has a number of these bulletins on hand and will gladly send them out, or they may be had by sending direct to the Bureau of Publications, United States Department of Agriculture.

For information regarding gasoline plants watch the advertising columns of this paper.

Sandy Woman Finds Chickens Profitable

Sandy, Or., Aug. 7.—Mrs. Joel Jarrell says chickens are profitable "if you put in a little spare time," at the business. Beginning January 1 with 41 White Wyandottes she raised 200 young ones, sold \$22 worth of poultry, has 50 chickens left and sold \$85 worth of eggs, beside using enough for a family of five.

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days after completing her year's work. She finished on July 16 and we started her on test again July 17, so when she completes this test she will have had two years' test without a stop. They are both doing fine."

A cow that can produce five fine calves, 3395.64 pounds of butter fat and over 52,000 pounds of milk before she is seven years old is certainly a wonder. It is doubtful if any other cow has ever equaled this record.

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