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Mr. Kennedy comments is the same as now used by the Oregon Fruit Growers, the Dairymen's league, etc., with such marvellous results and is the plan in which The Journal has had such an in China and Japan. They have to know all there is to be known about world supply and demand conditions, active part in bringing before the farm- for it is up to them to set an intelliers of the Pacific Northwest. Extracts gent price. And Sapiro believes that a price set in this way is a more intelligent price than one set by the from Kennedy's article are as follows: together with representatives of the Farmers' Union, Equity and Grain Grow- 'cago board of trade month the Chiof such meetings, when Aaron Sapiro of California woke them up. Sapiro minced no words, but came right out and made fun of our Midwestern attempts SUGGESTION MADE

at cooperation. What if we have had cooperative elevators for 30 years? Have California system? The first thing to regarding exhibits, concessions, etc., they really got us anywhere, except to do is to get a minimum percentage to when a representative of The Oreeliminate a certain amount of petty thievery? According to Sapiro, we are not using the right kind of cooperation in the corn and wheat belts. We are five-year period. At least 51 per cent in the corri and wheat belts. We are using the Rochdale or consumers' type of cooperation when we should be using the American or producers' type using the American or producers' type of cooperation, such as they use in California. In California they center associations and a national wheat grow-ers association. The wheat would be pooled together by grades and varieties their cooperation around specific comand within the field of that commodity the producers completely dominate the price situation. Sapiro is attorney for California cooperative finally entirely paid for when each pool associations which handle close to is sold \$300,000,000 worth of products annually, and knows whereof he speaks. They

have made mistakes in California-but sets the price, Sapiro would have in be used for automobile races. Tuesday, they have finally learned how to do things, and Sapiro hopes that the Midwestern farmer will take advantage of the hard-won experience of the California farmer

FARMER FALLS DOWN

What the farmers want is a fair aver-age price, and under this system they "Sapiro says that the farmer is splen did as a producing specialist, but rot-ten' as a marketing specialist. Don't take a farmer from behind the plow for hedging by the millers. The local Washington state fair a "different" fair, handles to run a marketing organiza- elevators under this system would be tion, but leave a farmer to his speci- owned by a warehousing association, and hire a city man who has the common stock of which would be experience along marketing lines, held by the state associations but pre-And so Sapiro says: 'Leave the farmer ferred stock of which might be to his producing, where he is an expert. by anyone.

and hire selling, grading and warehous-ing experts to handle the farm products. Don't hire a dirt farmer for these jobs: "This scheme puts the



G. C. Finley, the new secretary-

fair, was found to be busily engaged

the big days for the horse races, while on Monday and Saturday auto races

and auto polo will be main events.

Alex Sloan, noted auto racer and auto

polo player, will take part on these

"How can the wheat growers use the answering necessary correspondence

days.

TO BE BIG EVEN NOTES nome. A stock solution consists of two gallons of kerosene, one quart of soft soap and one gallon of water. Salem, August 7. - The Salem Fruit mion was formally taken over by the

tion this week, according to announcemanager of the Washington State ment by Robert C. Paulus, president of the association. The property of the union consisted of a packing plant for in looking after new improvements, the handling of fresh and dried fruits, and a steam dryer.

Plans for the new prune dryer which the association has under course of con-struction at Dallas have been changed so that instead of a 16-tunnel dryer the

The association now numbers som 1450 members with more than 27,000 acres of fruit and berry land included



At the request of state farm bureau ederations and representatives of the agricultural extension services in Rocky they are planning to give visitors an mountain states, the American farm bureau federation is calling a conference opportunity to see noted irrigation projects of the Yakima valley and also give them an idea of the possibilities of in the Hotel Utah, Salt Lake, August 20 and 21.

fair grounds. Finley was manager of the Tieton irrigation project for 12 vital problems now confronting agriculture. years during its development from ial attention will be given prob-

about the right dilution for soft-bodied insects. As a spray for the chewing and biting insects, add one teaspoonful of arsenate of lead to each gallon of the diluted emulsion. Irrigation System Installed on Farm;

Chehalis Is Tapped Centralia, Aug. 14 .-- An irrigation sys-em has been installed on the Bryden-

green. The emulsion is easily made at

Moses farm on Fords Prairie, which is located adjacent to the Chehalis river seven horsepower pump is placed on level with the water which is lifted a distance of 21 feet up a bank border-ing the river at the rate of 265 gallons a minute. Seven hundred feet of fiume have been built, which will water sever acres of land, and in the near future this amount of flume will be greatly increased. With the ability of flooding this land several times a year during the dry season, production will be greatly increased. Kale and corn will be grown on this land to be used for the Bryden stock.

The irrigation system was installed by Hubert Miller, a senior in engineer-

Inspection Trip of

vate late, and then cultivate some friend and helper and gives her full credit. He is a director of the Oregon

Medford Cooperative state legislature, is a Shriner, an Odd Fellow, a Granger and a typical, all Exchange Growing round, big hearted dairyman and

E. L. Westover in his talk at the meet ing advocated the advantages of the dairymen's league. Medford, Aug. 14. — The Jackson county farm bureau is hustling to keep pace with its rapidly growing business. Sunflower Ensilage Since last January the business of the bureau's cooperative exchange has grown from where one man was doing

Palatable to Stock all the work until at the present time six persons are required to take care of it. In addition to handling livestock In many sections where corn cannot the exchange now handles from its warehouses spray materials, feeds, chickens, hides, veal, dressed hogs, eggs be grown successfully sunflowers have become very profitable as a silo crop, and stock and hay salt. This business The ensilage made from sunflowers is very palatable to the stock and when expansion makes the farm bureau exchange one of the largest business tablishments in Medford. fed produces about the same results as corn ensilage. Through this section

it has not been generally conceded that sunflowers will be a more profitable crop. This has yet to be proven. Are Have you preserved a few eggs in water glass solution while they are you going to plant an acre this year to cheap, for cooking purposes next winter ry it out for your own satisfaction? when they are high in price? Ask the Sunflowers have been highly recomcounty agent or write the poultry

mended for replanting in the corn field cialist at the agricultural college for where the corn falis to grow. Where printed instructions.

Dairymen's league, was member of

breeder.

"and similar cooperative movements will probably be inaugurated in Montana Idaho, Washington and California. importance of such support by the financial institutions of the whole coast country cannot be over-estimated. In our advance premium list and prelin inary classification booklet, which will go out to about 5000 breeders and stockmen on September 1, we are carrying the announcement that the bankers will co-operats with the farmers, together with the list of banks which have pledged themselves to finance the farmers in their respective districts. This will un

will need financing in order that they

"This splendid and concerted cooper-

ation by the banks of the state will be

invaluable in the development of Ore

gon's livestock industry," said Genera

Manager O. M. Plummer of the Pacific

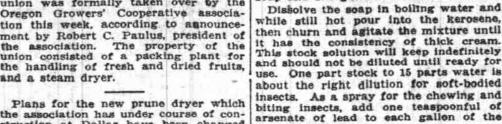
International Stock show last nigh

may purchase the animals selected.

MOVEMENT PRAISED

doubtedly greatly stimulate the attend ance and interest at the stock show and will result in greatly increased sales of pure-bred sires and foundation stock for Oregon farms."





new plant will be a 32-tunnel affair. important wheat states should be annual fair to be held Saptember 20 signed up for this five-year period. to 25 will be the biggest one in the The association announces plans for the construction of a fresh fruit pack-There would be state wheat growers' history of Washington state fairs. ing plant at Forest Grove in addition to the prune packing plant already under Races for this year will be unusually course of construction there.

> held irrigation on a miniature scale on the At this conference will be discussed the ing at Washington State college.

> > lems of farmers in each section. Details and methods of the organization of coun-

ty and state farm bureaus and coopera-

tion with the state colleges of agricul-

ture will be given a prominent place on the program. This meeting is of great importance

officers and state federation officers. It is hoped the agricultural extension

Representatives of farmers' organiza-

good as a new one half mile track has and partially paid for as soon as ware-house receipts became available and the races are filled, some of the fastest horses in the western states and Canada within the organization. "On the national wheat board which being entered. The old mile track will

and, above all, don't hire an orator.' instrument through which supply and demand may work is dandy, but in practice it is vile. The Armour Grain company, for instance, has its own sta-tistical department for collecting the most accurate market news, and acts on this news to its own advantage, and the farmer doesn't get the news until it is a week or two old, and until everybody else has had a chance on it. The individual farmer is an absolute baby in the hands of the professional mar-

SPECIAL NEEDS SEEN

"Sapiro thinks that there is a specia brand of cooperation for different kinds of products. In the case of non-perishable products, for instance, the big problems are warehousing and financing. "Sapiro gave an interesting example of how the California Prune Growers' association set the price. This associa-tion is four years old, and controls 85 per cent of all the prunes. They

buy only from their growers, who have signed up on a long-time contract basis. There are 13 directors of the association, all of whom 'are prune growers themselves. They met on a given day not long since, and their sales manager told them that he had contracts for 110,000,000 pounds of prunes at a price which the prune growers themselves could name. These prune growers did not have to ask what any packer thought about it or what any miller thought about it. They were setting the price themselves, just like the United States Steel corporation sets its be the highest price at which the entire crop of prunes could be consumed, and then they asked their advertising manager if it would be possible to expand public utilities.

And finally they set the price, and it is a price which is making the prune growsider the future. They know that by 1923 there will be enough prune trees might do the most good.

in bearing so that the crop will be 50 per cent larger than at the present CAMPAIGN STARTED

"And so they are already putting on a \$220,000,000 advertising campaign in order to increase the consumption of prunes to take care of this larger crop in prospect. The board of directors of the prune people and the experts whom they hire know all there is to be known about the supply and demand for prunes. They know about the prune crop in the Balkans and in France



ne puts the local elevator sagebrush stage to its present high nan out of business in so far as he is state of cultivation when its 30,000 acres a directing force, although it leaves "A number of jabs were taken by a directing force, although it leaves Sapiro at the present marketing sysand 3000 farmers were able to produce \$3,000.000 worth of products annually. The theory of the board of trade and enables the present stock holders It is Finley's purpose to make the to draw their usual dividend. At this point several local elevator men began Vashington state fair an educational institution as well as furnishing enterto interrupt the speaker. It was obvious, Adams band of Seattle will play and Seaforth's famous Kilitie band from Vancouver, B. C., will also be on hand. however, that the bulk of the people present were in favor of Sapiro's pre-sentation, although they may have felt that he somewhat underestimated the McCleave's riding school performers will difficulties. His plan seems to be abso-lutely sound, although without much ilso exhibit feats of horsemanship. Over service will be well represented. \$22,000 in premiums are offered. Copies question it will be fought very vigorously by certain elevator and board of trade interests. The organization can not be

addition representatives from the state

associations on basis of production,

three men from the United States de-

partment of agriculture and one man from the federal reserve bank, in order

to guarantee fair play to the public.

perfected over night, and the probabilities are that even though an immediate start is made it will not be possible to handle any wheat until the crop of 1922. The board of trade and the elevator interests will complain very bitterly, and it may be necessary to use counter propaganda against their attacks. From his experience in California, however, Sapiro believes that relations with the ordinary commercial and banking world

will be very amicable. "Throughout Sapiro's entire talk there breathed an unusually fine spirit. Sapiro honestly believes that the brand of cooperation which they have in Cali-fornia is as good for the consumer as it is for the producer, and that the only one to be harmed is the middleman and speculator. Sapiro may possibly underestimate the difficulty of handling our corn beit crops by the California method, but in the main we believe that his ideas are absolutely sound. When it comes to live stock, Sapiro admits that the problem is considerably different. Live stock is a perishable product and on that account more emphasis should be placed on the local associations. Beprice. First they figure their cost of production, and then they asked their sales manager what he thought would made in live stock marketing, Sapiro believes that it is absolutely essential that packing plants be converted into

ager if it would be possible to expand this consumption in any way, then they advised with their lawyer as to whether or not there were any legal difficulties. or not there were any legal difficulties in their usual intelligent manner, and price which is making the prune grow-s money. The prune growers also con-lated among the farmers in a quiet way dropping words of wisdom where they

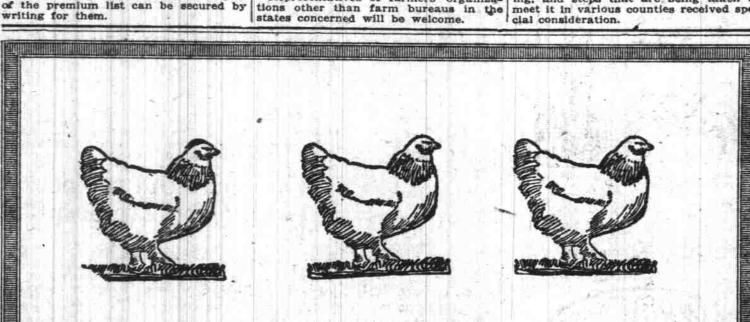
> "Sapiro's talk made such an impression that President Howard was re-quested to appoint a special grain mar-keting committee."

> **Racing to Feature** Grays Harbor Fair; **Opens September 1**

Elma, Wash., Aug. 14.-The Grays Marbor county fair will be open to the public September 1. In addition to the public september 1. In addition to the exhibits which give promise of being better than ever before, and the regular horse racing program there will be new features in the way of auto racing and auto polo. The horse racing program will start the first day of the fair in-stead of on the second as has been the case in previous years

stead of on the second as has been the case in previous years. The superintendents are busy getting material in shape for exhibits and ask cooperation of the farmers and of the public in general. The better babies department will be continued under supervision of Mrs. W. E. Patrick. This was one of the most popular features of last year's fair.

* Read the advertisements on the farm pages. They contain many helpful hints on better farming. In answering adver-tisements always mention The Journal.



Fresh Eggs for Breakfast From Your Own Back Yard

Do you know how easy and economical it is to raise enough poultry for your family's use right in your own backyard?

A few hens or pullets cost comparatively little to purchase, and the scraps from your table together with a small amount of grain will provide all the food they will require. A house for them can be built from cheap lumber in your spare time or you can buy a portable house all ready to set up for a very small sum. A little pleasant interesting labor in caring for them and you have put your backyard to producing something.

In these days of high costs such a suggestion as the above is worth following up. You can find the poultry you want by reading Journal "Want" ads regularly. The Journal is the recognized poultry medium of the Oregon country and carries more of this class of advertising than any other Portland paper. All of the better breeders use Journal "Want" ads regularly. Read them and select your stock today.

