

EFFICIENT MARKETING

WHEAT GROWERS' ASSOCIATION AIDS IN TIME OF NEED

By J. F. Langer

The Washington and Idaho Wheat Growers' association is reported to be making marvelous strides in organization and sales.

While banks are now publicly stating that they are calling loans made to wheat growers in Eastern Oregon and non-members of the Washington and Idaho Wheat Growers' association, members are receiving advances from their association of \$12.5 a bushel and more on account of the full price in the future when market conditions justify sales at more reasonable prices. If wheat goes to \$2.50 or more, or whatever figure the wheat eventually may be sold for, members of the wheat growers' association will get the full price, minus the cost of handling.

THROUGH FEDERAL BANK

In brief, the method of procedure adopted by the association is as follows: The grower, after delivering his wheat to the warehouse, takes his receipts to the bank and draws upon the association a 90-day draft. This draft, together with the warehouse receipts, is forwarded to the association office, where the receipts are properly registered and the draft is accepted. The draft, together with warehouse receipts, is then returned to the payee bank and is taken up at maturity without further notice from the bank.

The paper is accepted and discounted by the Federal Reserve bank and through this means the local banks have an outlet which enables them to finance any of their customers who become members of the association.

STATE WEIGHTS USED

The proposed warehouse corporation is not yet incorporated for the simple reason that it has not yet been found necessary. Grain elevators and warehouses are quasi public utilities. The association accepts wheat in whatever warehouse the grower may elect to have it delivered, though at first it was thought this would constitute an outlet for the wheat. The fact that the warehouse is public has enabled the association to make use of them to suit its own convenience.

All settlements between the members and the association and all sales have been made upon a basis of state weights and grades and this has further simplified the whole matter. The Pacific Northwest is to be congratulated upon the efficient working of the association.

MAY SPREAD TO OREGON

There apparently is not the least doubt in the world but that by the middle of next year 20,000,000 bushels of wheat will have been handled by this organization. There are no unfavorable arguments that can be brought against this form of association. The speaker, of course, is lamenting that he cannot gamble in farmers' wheat when it is being handled by the association.

Dairymen's League

Indorsed by Mell, U. S. Market Bureau

Sandy, Oct. 30.—The local Dairymen's league held a session recently and was addressed by Paul Mell of the U. S. bureau of markets. Albert Hall, general manager of the Oregon Dairymen's league, James Jenkins of Coos county, and County Agent Scott. These speakers expounded the virtues of the league plan clearly. Since the league has captured Coos and Curry counties the output of first-class cheese was said to have been doubled and the price of butterfat materially increased. Director Cressley of Hermiston said the league system had enabled his county to pay 4 cents above the Portland quotation the last month. County Agent Scott reported that 200 Oregon farmers and dairymen are now keeping accurate records of the cost of production of milk and butterfat and in a year can make a valuable report. Mell talked in favor of the league, saying "it absolutely stands the test." He also talked on the integrated system of marketing, and said, "instead of dumping" marketing can be made effective if the farmers get together, and no marketing agency in the world can help them if they do not help themselves.

Irish Bend Residents Oppose Interest Bill

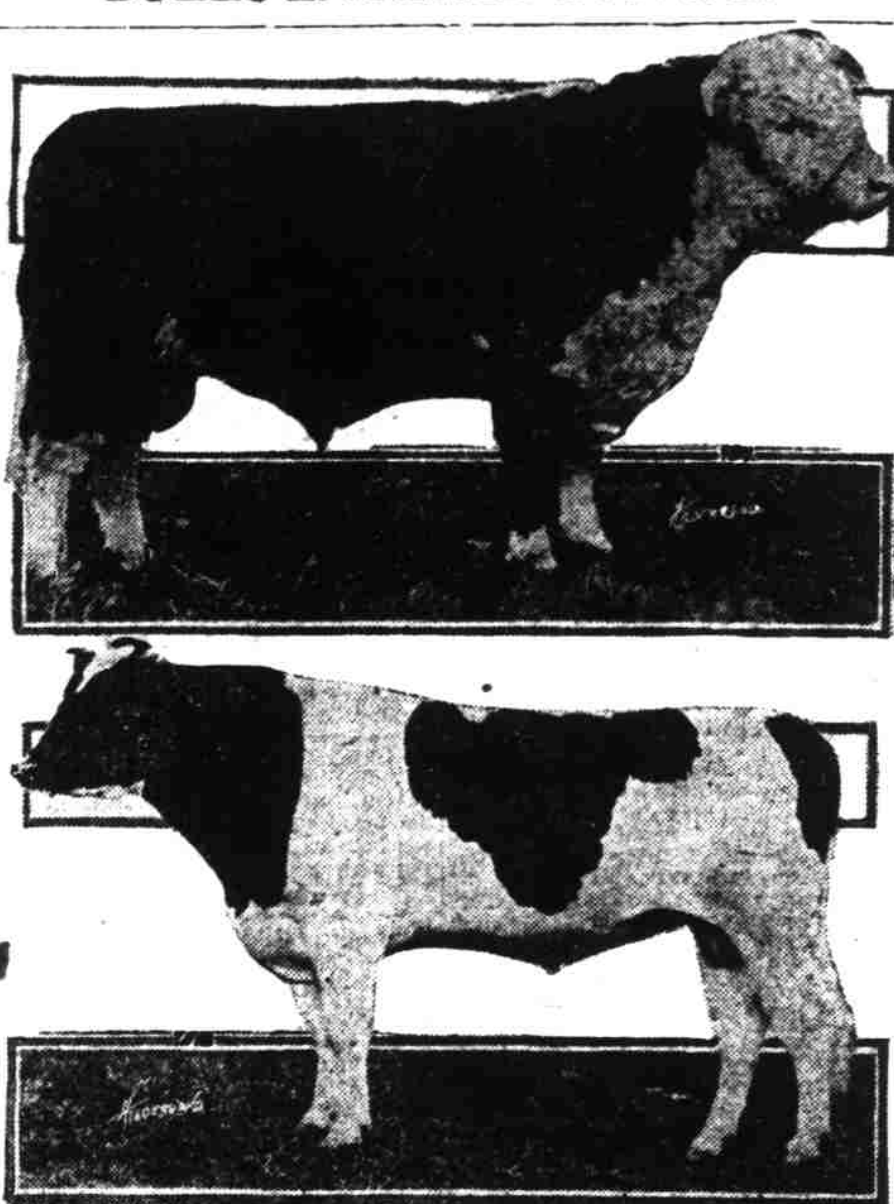
Corvallis, Oct. 30.—Farmers in the Irish Bend neighborhood had a meeting recently and with the help of County Agent G. W. Kable organized a Community club chiefly for the purpose of studying agricultural questions, but also for social purposes. At the meeting there was discussion of the 4 per cent interest measure and on a vote showed all present to be against it.

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BULLS ENTERED IN P. I. E.



Two famous bulls that will be shown at the Pacific International November 13 to 20. Above—"Panama 100th," junior champion bull calf of last year's Pacific International, who will come back to Portland this year to defend his honors and compete for the senior championship. This blue ribbon calf is owned by A. B. Cook of Townsend, Montana, who owns one of the most famous Hereford herds in the country, and who will bring a big herd of his finest animals to this year's show. Below—Another of the interesting entries for the P. I. E., "Colony McKinley Seg's," owned by aptain J. A. Cates of the Terminal Steam Navigation company, at Bawens Island, B. C., bred by the famous Colony Farms of British Columbia. The Colony Farms will have full herd of their record Holsteins on exhibition.

NOTES FROM O.A.C.

Bacteriology—Failure to produce a successful crop of vetch may be due to the fact that the bacteria which produce the nodules on the roots are missing from the soil.

Farm Crops—Seed potatoes should be dug now. Only the best and healthiest looking potatoes should be kept. Potatoes should not be taken from hills which are not healthy and which are not surrounded by healthy plants. These potatoes should be stored separately and saved for next year's seedling.

Soils—Most economical returns were obtained from irrigation of one acre-inch every 10 days after the first application in 12-year potato irrigation tests at the experiment station. A new bulletin on time, amount and methods of application for most profitable use of irrigation are explained in the bulletin, which is free on request.

Animal Husbandry—Methods and costs of fattening steers on different hay and alfalfa, and wild-on hay and grain, on chopped hay, alfalfa and silage, and on pasture, are explained as used in six-year tests at the Union branch experiment station. In bulletin 174, copies on request to the college at Corvallis.

Farm Crops—Probably the best way to improve the range of Oregon is to practice rotation grazing, keeping the stock off for a time to allow the grass plants to reestablish themselves and produce some seed.

Shorthorn Show at Spokane Promises To Be Top-Notcher

Spokane, Wash., Oct. 30.—"The aggregation of Shorthorn cattle which will be on display at the Western Royal Livestock show in Spokane next week will far surpass any display this or any other point within this state or in the Northwest has ever made," said Frank D. Thomson, representative of the American Shorthorn Breeders' association. "From Oregon, Colorado, Utah, California, Montana, Washington and Idaho are coming the representatives of prominent herds. For instance, the Allen Cattle company of Colorado Springs is sending a very high class exhibit from the Divide herd, which is rated the foremost Shorthorn herd in Colorado. Entries from this herd have been outstanding winners at the International and National Shorthorn congress shows at Chicago in previous years." The Maxwell-Miller company of Steamboat Springs, Col., admittedly in a class with the herd of the Allen Cattle company, with many winners and champions to its credit will do credit to the Western Royal.

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ADVICE OFFERED COUNTY BANKERS AND TO FARMERS

By J. R. Howard

President National Farm Bureau Federation National financial conditions can no longer be diagnosed in the shadow of Wall street. Wealth is no longer concentrated in any one part of the country. Many revolutionary changes have occurred. What New York once termed "the provinces" have now achieved financial independence.

The agricultural centers, aided by the establishment of the federal reserve system, are, or should be, able to absorb a large share of their own investment securities. Our nation and our systems of service—particularly of supply, credit and banking—must be developed on a foundation of local community establishments. This is the distinguishing characteristic of the American government.

As the communities are efficient—the nation is efficient. As the communities fail, the nation fails. As they become realized, the peril of autocracy arises. Whether it be combating Bolshevism or clearing a financial stringency, the place to begin and the end is the local community. Little can be accomplished by attempting to build from the top down.

RURAL BANKER AIDS

The responsibility for developing the community lies largely in the hands of the rural banker.

There is much in every agricultural community and the normal and natural purpose of that money should be to finance the farmer.

Agricultural paper has increased in dignity. It receives preferential treatment at the hands of the federal reserve system. The mobility and confidence that it has secured by reason of the searching and comprehensive operation of federal farm finance has not only had its influence upon city and country banks, but has educated farmers and citizens generally.

BANKS OFFER INDEX

The local bank clearings should offer an index to business conditions in any given section of the country. It is the function of a local bank to finance the industries of the community which it serves. When credit is transferred from the rural bank to the manufacturer or the city jobber, funds rightfully belonging to the rural community automatically gravitate to the larger cities.

Furthermore, a credit arrangement between the farmer and the manufacturer, instead of through the rural bank, tends to encourage the farmer in the purchase of those things upon which he can secure the best terms instead of what he really needs.

The farmer should be left free to exercise his own discrimination in the matter of purchases, uninfluenced by the attractive credit terms which the manufacturers of luxuries are able to offer by reason of their high profits and frequent turnovers.

FARM IS FACTORY

The farm is a factory converting the rawest material into a marketable product. With existing labor conditions, efficient production with insufficient or inadequate equipment is impossible.

The farmer who needs additional machinery and equipment pays for it whether he buys it or not.

Some rural bankers have dodged their responsibility by advising farmers to postpone necessary purchases until next season on the grounds that prices will be much lower.

Such an attitude is erroneous. No reduction in the price of farm operating equipment is in sight and on the contrary, there is a possibility of increased prices.

FARMER MUST HELP

If the rural banker will assume his obligation in the matter of financing the farmer direct, a saving will be effected in the cost of marketing farm equipment and this saving will, to a degree, offset the costs of production.

By financing communities locally the capital of each community will be kept where it is needed and the farmer, dealer, the community and the country as a whole will be benefited.

BUT THE FARMER MUST HELP

He should not be so easily tempted by outside enterprises. His own business should be his first consideration. He should invest a large portion of his

SUTHERLIN VALLEY IRRIGATION PUSHED

Sutherlin, Oct. 30.—Proceedings looking to the establishment of an irrigation district in Sutherlin valley are now well under way, and in all probability the fruit growers of this vicinity will see their hopes realized before the close of another year.

A formal election to establish an irrigation and drainage system in this valley was held some weeks ago, at which election the proposition was carried by a good majority and W. J. Ladd, W. S. Puer and A. P. Slack elected directors.

Since that time the board has done considerable work in the way of making an inventory of all the real estate embraced within the district, together with the names of owners thereof. A levy of approximately \$1 per acre on all the lands embraced within the district was also made and recently the board met as a board of equalization to hear complaints.

At its next meeting the board will issue warrants to meet outstanding obligations and proceed with the work looking to the early commencement of construction of the system. The plan contemplates taking over the present irrigation system of the defunct J. F. Luse company, embracing some 24 miles of canals constructed for the purpose of irrigating approximately 3000 acres of orchard lands and berry tracts in this valley.

The present system was bonded by the J. F. Luse company and there has been some litigation connected with it for some time, during which the upkeep was neglected to such an extent that the system has become practically useless. The local organization will take over the entire system, including the dam 10 miles east of town on the Calapooya.

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November 13 to 20

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Dairy Products Show in connection.

profits in his farm. A good business man does not seek outside investments when his own business is suffering for want of capital.

The farmer cannot expect maximum cooperation from his local banker when he is investing his surplus in get-rich-quick schemes.

The business interests of the nation should combine to put a stop to the practice of exploiting the farmer through unsound promotion schemes.

It is estimated that in Illinois alone the farmers are losing money through "wild-cat" investments at the rate of \$50,000,000 per annum.

CHEHALIS TO HAVE AUCTION OF STOCK

Chehalis, Wash., Oct. 30.—Announcement has just been made by George A. Gue, well known auctioneer of the Northwest section, that Chehalis has been made the center for an important line of auction sales for the West coast.

For the past several years the Western Washington Holstein Breeders' association has made Everett, Wash., its headquarters and all sales under their auspices have been held either at Mt. Vernon or the Snohomish county fair grounds. As their location is somewhat out of the way for the western stockmen in general the sales management and a special committee have been quietly looking around for some time for a more central location for the activities of the association, with the idea of locating their headquarters where they will be accessible to the Willamette valley district and California, and after investigation the committee has decided to establish their headquarters at Chehalis. Under this arrangement the first sale of stock will be held here December 2.

According to a statement made by George R. Walker, the Southwest Washington Fair association will aid the incoming association in every way possible.

It is believed that 100 visitors upward from all parts of the Northwest and California will attend the sale, which are held either quarterly or semi-annually. The shift is considered a recognition of the growing importance of the dairy industry in the Pacific Northwest. The visitors to Chehalis will spend a few days in this locality, and it means that stock for the sales will be sent to this point. The sales are widely advertised, and conducted under the association rules. All sales are guaranteed. Stock that the committee itself cannot vouch for is not accepted, and it also has supervision over the owners as to the reliability of the stock.

The enterprise will provide a means of exchange for stock, disposing of local stock when desired and bringing in new and better stock.

The auctioneer for the association will be George A. Gue.

Bee Men Elect Officers

The Oregon Beekeepers' association has elected A. J. Sanford of Redmond president, and H. A. Scullen, commercial beekeeper and O. A. C. bee specialist, secretary-treasurer. An early meeting is planned by the association with the expectation of having present several men of national reputation in the bee business.

Coalman Building Silo

Sandy, Or., Oct. 23.—Elijah Coleman is building a silo on his ranch and will fill it with his corn and sunflower crop.

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Dairy Products Show in connection.

RIVER BANKS FARM

IS ONE OF THE BEST

Grants Pass, Or., Oct. 30.—One of the finest and best paying farms in Oregon is the River Banks farm of 1800 acres, located in the Applegate district, where the Applegate river and the Rogue river join. The owner of this farm is C. M. Leonard of Chicago, and his wife—adelaide manager and overseer is Clyde E. Niles.

At present the orchard contains 135 acres of pears and the present plan of the management is for putting 300 acres more in this paying fruit. There are 40 acres of apple orchard. Five thousand boxes of one variety of apples were harvested and marketed this season from a 14-acre plot. There are, all told, 2000 apple trees on the farm, and it speaks well for the scientific methods in vogue there that a record is kept for each tree. Alfalfa in the orchard is allowed to grow for a three year period and then is plowed under. The chief orchardist for the farms has 19 hives of bees on the place.

The River Banks farm has its own dairy consisting of Guernsey cattle, and 20 cows are now being milked. The bull is a thoroughbred whose dam holds the world's Guernsey milk production for 2-year-old heifers. As a final development it is planned to make the Guernsey herd number 300 head.

Water for the cattle is pumped by the big Guernsey bull working three hours a day in a tread mill. This gives him the needed exercise, and at the same time performs a necessary function. The whole farm is, or soon will be, under irrigation. A new concrete dairy barn to house 100 cows will be built in 1932, as well as a new horse barn for 25 more horses.

Eighty-seven pure bred Berkshire hogs constitute the present herd of hogs on River Banks farm. The thousand dollar boar, "Pacific Epochal," heads the herd. He was purchased by the Gosard Breeding Estates in Indiana. It is planned to increase the herd until 250 head each year will be ready for the market.

The acreage not in orchard is producing alfalfa, oats, corn, and grains for the dairy and other livestock. There are 376 acres in alfalfa this year. Forty acres were in barley and threshed 55.19 bushels per acre. Forty-five acres in fall oats went 55.84 bushels to the acre. Eighty acres are in corn for seed and feed.

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