

EFFICIENT MARKETING

OREGON COUNTRY LIFE

BETTER FARMING

FLUCTUATIONS IN PRICE HURTFUL TO ALL INVOLVED

By R. C. Stewart

Neither the consumer, the producer nor legitimate business interests are benefited by uncertain markets or sudden price fluctuations. Both the producer and the consumer are injured by such market conditions as have prevailed in the wheat business this season. Something is needed to steady the market for wheat.

The uncertain markets are not a new thing; in fact, they were the rule before wartime control of the price was necessary, but the contrast between the rotten conditions now prevailing and those of the last two seasons, when the price was fixed, has opened the eyes of the general public, and it is now realized what the producer has been up against in marketing his crop.

GAMBLING IS RESULT
Price fluctuations make a gambler out of the consumer, for if he buys a few months' supply of flour ahead, the price may drop and he will be using flour which he could replace with less money. If he buys but a small amount and the price goes up, he is again loser, but, worst of all, the consumer suffers because the retailer and dealer must take out a larger profit at all times in order to protect themselves against sudden price declines.

At the best, the producer must be a gambler in the production of the crop, for he has the uncertain quantities of nature to contend with. If he must also contend against the speculator in the marketing of his crop, he has two chances of losing, with only one to win, for the large capital and larger credit of the grain gambler makes the odds heavy against the grower who must market each year's crop as it is grown.

SPECULATOR PROFITS
The uncertainties of a fluctuating market for necessary foodstuffs have a demoralizing effect upon general business interests. And so it goes on, with no one benefited, except the grain speculator, who is as unnecessary in our scheme of things as the price variations themselves.

Price fixing by government control might steady the market, but would not always result in equitable returns to the producer, as has been demonstrated. Curtailment of production might raise the price to the grower, but would also result in greater gambling and an increase in the price to the consumer with chances of starting the big influx of wheat from foreign countries, which is not apt to take place to any great extent as long as we have a surplus on hand. It is impossible for an individual to borrow enough money to tide him over a low price period, but as a member of a growers' association he can secure nearly the entire market value of his grain when it is delivered to the elevator.

MARGIN IS SMALL
The entire trouble lies in the fact that there is too great a margin between what the grower receives and what the consumer pays. This cannot be remedied by the consumer, nor to any great extent by government control. It is a case for the producer to solve. Since a single producer working alone cannot accomplish anything, it is necessary for him to pool his interests with those of his fellow growers and form a marketing organization. Speculators who practice "short selling" will not attempt to operate if they know that they will have to cover their short sales with grain under the control of a producers' organization, for the producer in this case will size up his own market and regulate the prices accordingly. The speculator does not care whether the price of wheat is just and fair to the producer or the consumer, but a producers'

WON HONORS AT SHOW



Harold Pugh of Shedd, one of the Linn county team in the judging contest at the Pacific International. He made the highest score with 453 points out of a possible 500. The prize is a two weeks' scholarship at the summer school of Oregon Agricultural college, with all expenses paid—offered by General Manager O. M. Plummer of the stock show.

organization will set the price so that the entire crop will be moved in order to make room for the next season's crop. The prices will be more stable under the management of the producers and at the same time lower to the consumer—the increase to the producer will come out of the margin of profit now taken out by the speculator.

VARIATIONS ARE WIDE
With the exception of the few seasons when the government fixed a minimum price, we have had wide variations in the price of wheat. This short period of steady prices followed by the present unsettled conditions has awakened everyone to the advantages of having a more uniform price for our primary necessities. Since the desired results cannot be attained through individual marketing with the speculator as a factor in the dealing, it has become necessary to adopt some other system of placing the crop in the millers' hands. Everything points to the producers' cooperative marketing organization as the best solution of our present marketing problems.

Ringold Rancher Makes Profit on Crop of Sorghum

Pasco, Wash., Dec. 11.—Experiments made by J. M. Horton, who lives in the Ringold section of Franklin county, prove that sorghum can be made a profitable crop in this section of the state. Horton, who has had experience in making sorghum in Tennessee, Arkansas and Texas, last year planted an acre of ground to sorghum cane and from the acre of ground has netted a profit of

\$250. The quality of the syrup, Horton states, cannot be excelled anywhere, either in flavor or in keeping qualities. Horton also experimented with an acre of broom corn, keeping strict account of all expenses, and after deducting his outlay, allowing himself wages, interest and depreciation on machinery, he found that the acre of ground had netted him a profit of \$253.

Prevention Is Best Way to Combat Disease in Stock

Prevention is the best way in which to combat disease of stock. The State Livestock Sanitary board will hereafter issue a press bulletin for the purpose of acquainting the general public with means of controlling stock ailments. This paper will print as much of this information as the present limited space will allow.

Pasture conditions in the desert section of Oregon are reported unusually good and many sheep are being wintered here. Failure to report sheep scab may result in a fine of \$100 to \$500 being imposed. Funds for the employment of animal hunters is being asked of the state legislature.

Boy Farmer Wins Prize

Walter Weaver, a boy farmer and member of a farm bureau junior club at Piler, Idaho, won second prize on white spring wheat at the International Hay and Grain show at Chicago, held in connection with the International Livestock exposition.

DESCHUTES LEADS IN CERTIFIED SEED

By R. A. W.

W. S. Carpenter of the Oregon Agricultural college has just completed a certification of seed potatoes in Deschutes county and reports that the amount of seed passing certification will exceed, in the aggregate, all of that in the last five Oregon counties put together. This again gives Deschutes county first place in the state of Oregon and, in fact, in the Northwest, from the point of production of pure, disease free, certified Netted Gem seed. Purchasers securing this seed have the authority of the state that the potatoes they are securing are of the variety represented, true to type and free from disease.

Those who had seed which passed certification and the amounts which they now have on hand are as follows:
George Murphy, Bend 15 sacks
M. W. Chase, Bend 175 sacks
M. W. Chase, Bend 500 sacks
J. A. Melvin, Bend 350 sacks
G. S. McCartney, Tumalo 400 sacks
A. J. Connason, Tumalo 75 sacks
A. T. Frazer, Redmond 350 sacks
R. A. Schauer, Bend 75 sacks

Tumalo was the scene of the annual meeting of the Central Oregon Short-horn and Rambouillet associations on December 11, 1920. Election of officers was held and plans for the coming year discussed. R. A. Ward, vice president of the First National bank of Bend,

awarded the prizes won by members at the Pacific International Livestock show and animal husbandry experts from O. A. C. addressed the meeting. The breeding and feeding of Short-horns and Rambouillets was gone into quite thoroughly and efforts will be made to increase the interest of Deschutes farmers in these two breeds of livestock.

Oregon Growers' Association Has An Excellent Year

Roseburg, Dec. 11.—J. O. Holt of Eugene has been in the city checking up the business of the Oregon Growers' association and taking an inventory for the year on the business of the local plant.

"I consider it a very successful year," said Holt, "when you take into consideration the fact that we did not start until well into the summer. We now have 18 plants in operation, in as many centers. Seven of these plants we have built, the others have been transferred to our organization."
"We have all but three carloads of apples shipped out of the county, and over 50 per cent of the prunes have been forwarded to market. The Douglas county fruit this year has been of an excellent quality and we are greatly pleased with the work done here."

Fred Mahan of the local growers' plant has been transferred to Eugene, and J. B. Beaulieu of Riddle will take charge of the Roseburg plant. The next big crop to be moved by the growers is the broccoli of the Umpqua valley. This will be the largest broccoli crop ever shipped from Roseburg. The acreage is larger this year, and the crop is on the average far superior to any former year. The crates for the broccoli will be manufactured in Roseburg. The crop will be ready about the first of February.

JOSEPHINE CORN SHOW SUCCESSFUL

"The Josephine county corn show at Grants Pass was enthusiastically supported by farmers and townspeople this year," says W. S. Carpenter, extension specialist in farm crops at O. A. C. "The splendid quality of the exhibit has proved that real corn can be grown in Oregon. The decorations and arrangements were strikingly attractive and gave a most pleasing effect to the entire show."

"The corn show did not cheapen itself by relying on a street carnival or side shows for publicity," declared Carpenter. **MERIT COUNTS FIRST**

"It was a success on its own merits. The big corn show sign in the center of the street turned the trick. The exhibit building was the one and only feature of the show."

"The corn was shown in 10 ear and 100 ear lots. A silver loving cup given by K. M. Nell as sweepstake prize for the best 10 ears of corn in the show was won with an entry of Minnesota No. 13, grown by Clyde E. Niles of the Riverbank farm."

"A striking argument in favor of the corn selection is presented by the fact that most of the exhibits taking ribbons in this show were grown from seed, originally selected at the Riverbank farm. Good breeding tells in the show ring."

In the non-irrigated 10 ear entries, C. E. Niles took first, Frank Hill of Mur-

phy second, and W. M. McCabe of Mer- in third. **IRRIGATED CLASS**
W. F. Lindsay of Merlin entered the best 10 ears in the irrigated class. Niles took the blue ribbon in the 100 ear entries. Phiess brought in the winning 10 stalks of silage corn.

The exhibits were placed by Carpenter, who gave his reasons for placing and explained the point considered in judging exhibit material. Seed corn selection and storage were discussed. "Free seed corn will be furnished by the Josephine County bank to every farmer who builds a silo in that county this year," Carpenter declared. "Furthermore the bank will loan money to build the silo. That is an example of the way Grants Pass bankers support the farm bureau work and promote good farming practice."

Lane Agricultural Council Completes Farm Week Plans

Eugene, Dec. 11.—The executive committee of the Lane county agricultural council met and consummated plans for Farmers' week in Eugene, which will cover the four days, December 14 to 18, inclusive. According to the program mapped out, one day will be devoted to each of four main projects—farm crops, dairying, poultry and boys' and girls' club work. These projects will be in charge of four of the leading men of the county, and it is expected that a number of specialists from the Oregon Agricultural college, as well as Manager U. L. Upson of the Pacific Cooperative Poultry association and Manager O. M. Plummer of the Pacific International Livestock association, will be present. It is anticipated that the meetings will awaken widespread interest among all classes of producers.

COOPERATIVE PLAN AIDE TO FARMERS

Olympia, Dec. 11.—The annual meeting of the Farm Bureau of Thurston county was held in Olympia on December 4, with 245 present. J. A. Donnelly, the retiring president, gave a summary of the work accomplished during 1920 which showed that 249 members had been secured. He quoted figures showing that members had saved \$3740 through cooperative buying, that agricultural extension work had netted \$1786, and that the profits on boys' and girls' club work reached \$2,261.32. E. B. Stookey, county agent, explained in detail the program that Lakamas community had outlined for next year as an example of what the other 12 local units intend to do.

Dr. F. F. Nalder, director of general extension at the state college, delivered the principal address in which he stated that the farmer must adopt the most modern business method—"Cooperation"—in order to put the business of food production upon a sound basis, and he strongly urged the bureau members to form cooperative marketing associations. Officers for next year were elected as follows: C. C. Aspinwall, president; C. H. Bergstrom, vice-president; Mrs. W. D. Cook, secretary, and Charles E. Starr, treasurer.

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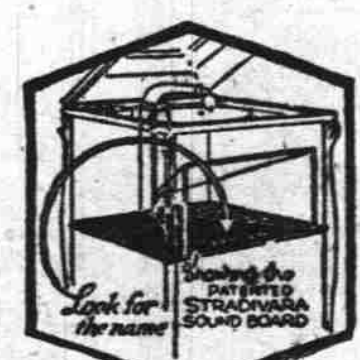
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