EFFICIENT MARKETING

OREGON COUNTRY LIFE

PESSIMISM AMONG OWN RANKS WORST ENEMY OF LEAGUE

Cooperative marketing of farm redities has many enemies. This a natural condition to be expected whenever profits of large speculative

firms are threatened. The propaganda and underhand methods used by some of these speculative firms may be easily met and fought in toost all instances, but the enemy of cooperative marketing who does the ist harm and who is the hardest to embat is the pessimistic—not always onest—member of the association. By great good fortune such members are few and far between and it is only now and then that a member is encountered who will make dishonest or half truthful utterances about his association and often he receives his payments. INSTANCE IS CITED

Oregon Dairymen's league where rumors on non-payment of returns were started by a few members when they told their storekeepers or other creditors that they had not received their pay from the Dairymen's league, telling in order to explain why they had paid their bills. The truth of the er was that they had received parpayment for the month on or before the twenty-fifth of that month, the partial payment amounting, as a rule, to 70 per cent of the entire amount. Final payments can not be made until the pool into which the produce goes is closed and the money for this pool paid into the association. The producer has in fact become not

a manufacturer of his products, but also his own sales agent, in doing so, making it possible to receive the profits eretofore taken out by operators who indled the produce after it left the producer's hands. As a manufacturer he can not expect to receive these extra and the returns in. Partial payment in lmost all cases amounts to as much as ne would have received had he been an individual producer, and the final pay-ment which is made after the pool is entirely closed is almost all clear profit

In the Dairymen's league it has taken etimes as long as two or three payments. Where members have been ressed for money, arrangements have en made to advance money to them brough trade acceptances which are honored by their local bank. This has in every case made it possible for the league members to tide themselves over for short periods and there is therefore no excuse for the statement to be made that no money has been received for one, two or three months, as some such by a very few members.

a rumor which is quickly used as proparanda against the man's own marketing lation. Sometimes these half suthful statements are made by mempers who do not understand exactly what they are talking about and it must rtainly be a fact that they do not unerstand what harm they are doing in iving out detrimental statements.

ONTRACTS BROKEN There are always a few members who ay be induced to overlook or break eir marketing contracts when they are ffered a fraction of a cent more by ne competitive firm. Such advances prices are always made in order to uce the producer to desert his marting association, and as soon as enough ave deserted the association the diference in prices will be reversed.
There are many successful coopera ociations in the Northwest. They ave had a hard fight and are still ucking up against propaganda and opsition of every sort. The Dairymen's agus is very successful, considering buring the past year they have inused their membership until it now lands at 2935 and includes the followng districts: Zone No. 1 includes Mult-somab, Clackamas, Washington, Yam-nill and Columbia counties in Oregon

nd Clarke county in Washington. Zone No. 2 includes Coos and Curry counties n Southern Oregon. Zone No. 3 includes Jatsop county in Oregon and parts of Pacific and Wahkiakum counties in estern Washington my other sections of the Northwest ates have shown a desire to become

bectors and officials of the league b not desire to take in too much terriuntil their marketing machinery a running a little more smoothly. On nt of the large amount of organidon work they have had to do, their ad has been rather heavy up to date, but they are now finding it possible to cut down their overhead in many ways. Some of this overhead has been caused by the extra help they have had to retain in order to combat the oppo-nents of cooperative marketing. Such tion will subside after a time and this extra expense will be no longer .It is safe to say that the Dairymen's

gue is over its most critical period of organization and is in a position to do its members a large amount of good

Big New Potatoes Grow on Sprouts

H. A. Pittenger of 1095 Maryland avenue planted some seed potatoes February 22, covering up the sprouts, which were about a foot long. Saturday morning he was hoeing the potatoes and was much surprised to find that there were several good sized new potatoes which had grown on the end of the sprouts. Pit-enger says that he believes that if the sprouts of seed potatoes were always planted instead of being thrown away as is sometimes the case, there would be much earlier crop of potatoes.

Farmers Publish

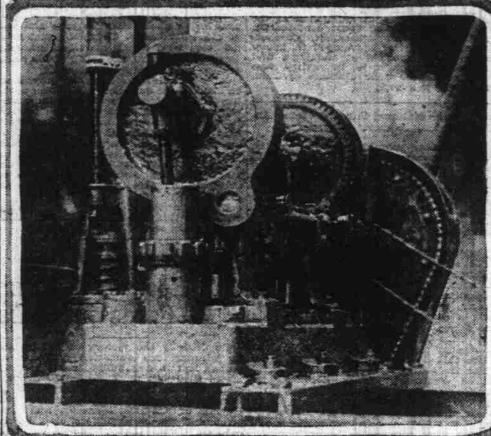
Centralia, Wash., May 7.—A Lewis sounty farmers' directory has just been published by the Farmers' Directory corporation of Spokane. The book includes a legal department compiled by J. H. Jahnike, deputy prosecuting attorage of Lewis county; a department on the dairy industry by County Agent R. G. Fowler, and a poultry department by A. R. Badger of the St. Helens Incubator company of Fords Prairie.

The Pionest Employment Co., 14 N. Second St., Portland, Or., is of great benefit to the farmers of Oregon in securing for them season the dairy industry by County Agent R. Sale help. They make a charge to the amployer, the employer was a small fee for the service. They are palishing a small magazine telling how to capture.

Adv.

HOLD SPRAYER DEMONSTRATION DOUGLAS WOOL MEN





Orchardists will read with interest the account of a demonstration of a truck power sprayer which the Portland bureau of parks has just purchased to combat the elm lea f beetle and other tree troubles.

earning something of the methods has been issued for the eighth anused by the bureau of parks of Port- nual convention of the Cattle and improvements have been made in to be held at Canyon City, in Grant power sprayers during the last two county, Oregon, May 24 and 25. years and the latter types of sprayers are driven by the same power that propels the sprayers through

The new power sprayer will wage war on the elm leaf beetle and every elm A large fund has been provided for entree in the city will be visited by the new apparatus. Following a trip to Spokane by O. P. Keyser, superintendent of parks, in which he investigated the power sprayers of that city, a Hardy art of the Dairymen's league, but the spray pump was purchased and installed on a two-ton Pierce-Arrow truck. The apparatus is an innovation in its type for Portland, but has been found highly successful by the Spokane par department. The power for the pump is received from the truck motor. The spray tank has a capacity of 500 gallons and will be a great improvemen over the old equipment which was lim-

> ited to 200 gallons. The 200-gallon tank will be used for auxiliary work. A special nozzle was designed for the machine in order that the highest elms may be reached. The old equipment has not capacity or power to reach the tops of the trees and so the elm leaf setle has enjoyed an uninterrupted feast

in the tree tops.

Arsenate of lead, a stomach poison spray, has been found to be the best weapon to use in the fight on the beetle, Spraying may be done as the weather permits and will be directed by Walter H. Garke city arborischenist. H. Gerke, city arboriculturiist. He will put a crew of four men on the truck to

Josephine's War on Diggers Saves Much

Grants Pass, Or., May 7 .- The results of the gray digger drive as announced by the county agent indicate that there will be a considerable shortage in the crop of diggers this summer. The report as just announced shows that 12,565 acres of non-resident and 5213 acres of government land were actually covered for poisoning. Figuring only one gray digger to the acre, says the county agent, and that each one does \$1 worth of dam-County Directory

age to crops during the season, it is shown that Josephine county farmers have saved \$21,778 as a result of the two weeks' campaign.

Big Help to Farmers

Field and Orchard **SPRAYERS** At Pre-War Prices

All kinds of Barrel Sprayers and Pumps. Good Fruit Brings Good Prices—It Pays to Spray.

of the arrangements for the convention

and entertainment of those who attend.

The Northwest Hereford Cattle Breed-

The executive committee of the asso

press themselves on matters pertaining to the industry.

made by communicating with Otis Pat-

William Pollman and S. O. Carroll of Baker are president and secretary, re-

WIN FIR HERD

REGISTERED

ONLY BULLS FROM YEARLY BECORD DAMS FOR SALE.

REAL HERD HEADERS.

Prices Reasonable

Frank W. Connell

R. 1, HILLSBORO, OREGON.

rson, Canyon City, Or.

pectively, of the association

bull sale at Prairie City May 26.

EAST SIDE CENTRAL GARAGE Cor. East 6th and East Taylor PORTLAND, OREGON

plans of the Oregon Wool and Mo-hair association are being explained 4.4 cents a pound. and members secured.

The meetings which are being held at Creek and Camas Valley are being addressed by County Agent Leader C. J. Hurd, R. A. Ward, organization man-ager, and Fred W. Herrin of Ashland, prominent wool grower and president of the organization committee.

Sheep men generally realize the great benefits to be gained through operatively marketing their wool and nchair by the association where it can be concentrated, graded and sold in large lots in a strictly merchantable

Before leaving for Douglas county, Ward held a conference with Boston wool and mohair buyers relative to mohair selling on the Atlantic coast. The association now has more than 300 members and more than 50,000 fleeces signed up. The Ohio Sheep and Wood Growers' association, a similar organization, is the first selling agency which has just ompleted selling all of its 1920 peols, which is at present quite a feat in the wool trade. The prices received averaged higher than those received by any other selling agency. This is considered a remarkable achievement, in view of the fact that low wools are now drug on the market. Last year it handled the larger portion of Ohio wools, Because of its success it has been asked to handle the clips of a number of other fleece wool states. It expects to handle 10,000,000 pounds this year. The Oregon association will commence eceiving wool and mohair at the new

O. A. C. Ships Eggs To Many Countries; Good Stock Praised

estern wool warehouse this month.

Eggs are being shipped to Denmark, stock. A tuberculin test for the county cheland. Canada, Argentina and Switz- will begin about July I. England, Canada, Argentina and Switzerland by the department of poultry usbandry at the Oregon Agricultural college. The last ofder from a foreign country came from Switzerland for White Leghorn hatching eggs. The poultryman who sent the order said he had read in the Swiss paper about the good stock from the Oregon Agricultural

A shipment of eggs was made to Denmark a few days ago and orders have poultry department, however, does not encourage shipment of eggs at such a distance, as the probability is that they will not hatch after being shipped across the continent and overseas.

Most of the eggs shipped to foreign countries were shipped as experiments. In most cases they arrived in fair condition and the Oregon strain of poultry now advertised in several of the foreign countries.

Fund for Jackson County Fair to Be Raised by Ballot

Medford, Or., May 7 .- Through the ction taken by its executive committee, the Jackson County Farm bureau has assumed charge of the new county fair grounds project, the committee having approved the building program and plans already under way by the Jackson County Fair association and the Medford Chamber of Commerce.

It will cost \$30,000 to carry out the

project as contemplated and a commit-Baker, May 7 .- An official call tee has been appointed to have this money raised by taation through a measure to be placed on a ballot to land in spraying large tall trees. Big Horse Raisers' association of Oregon | a half mill tax for two years. The judges and tellers of the various election boards will be asked to serve on election day free in order to save much of the ex-The Twin Cities Commercial club of pense of the special election. If the measure passes, the buildings and grounds will be ready in time for the Canyon City and John Day and the stockmen of Grant county have charge ounty fair next fall.

> Livestock advertising in Oregon Country Life pays. Write for livestock rates .- Adv.



Grant county, which, for many years HIGH-GRADE SHOES was the home of Joaquin Miller, the famous poet of the Sierras, has ever been noted for its hospitality. It earnestly invites stockmen to be present and as-FOR ALL WORKERS f you want dry feet ask for Bergman Water-Proof Shoe Oil. Ask your deale gres ample accommodations for all who write us for catalogue. attend. Reservations for rooms can be

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WE ARE IN THE MARKET Write for Prices and Shipping Tags PORTLAND HIDE & WOOL CO. GEO. M. SULLIVAN, Mgr. PORTLAND, OREGON

realized by the Oregon Growers' Cooperative association during the past season: Gooseberries, 7.9 cents; rasp-berries, 20 cents; strawberries, 16.9 n Douglas county the marketing cents; currants, 10 cents; evergreen

A total of 1,072,956 pounds of logan berries were sold by the Oregon Grow-Yoncalla, Elkion, Oakland, Riddle, Day's ers' Cooperative association this past season. The average price was 12.7 cents. Of cherries, the association sold 1,014,955 pounds and the average price was also 12.7 cents a pound.

Eighty-two per cent of the Bartlett pears sold by the Oregon Growers' Co-operative association this past season were grown in the Rogue River valley outhern Oregon. The association handled 5,555,953 pounds of Bartletts, of which 4,076,987 pounds were shipped from Medford and Grants Pass, the two great pear districts of the Rogue Rive

The sales department of the Oregon Growers' Cooperative association reported at the annual meeting, April 26, sales of 8,296,007 pounds of prunes.

Jersey Club to Have Stock Sale on May 24

Centralia, May 7.-A Jersey stock sale will be held at the southwest Washington fair grounds, half-way between Centralia and Chehalis, on May 24, according to an announcement made by George R, Walker, secretary of the fair. Between 35 and 40 head of purebred will be on the grounds. The sale is being held under the auspices of the Lewis County Jersey club. A. Campbell of Hillsboro, Ore., will be the heaviest stock contributor to the sale.

Dairy Survey Made Cove, May 7.—County Agent Harry M. Avery and Ray Duncan are making a dairy survey of Cove. They are trying to obtain a complete census of dairy stock, according to number and breeds, and also the number and kind of range

In answering advertisements, mention Oregon Country Life.—Adv.

ONE WAY TO FATTEN PIGS

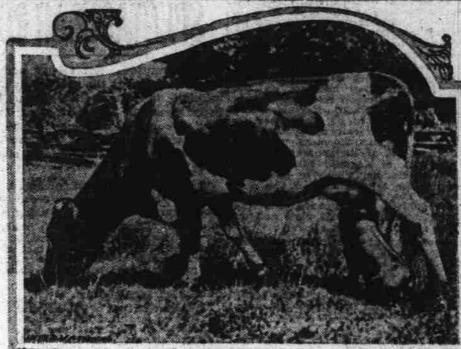


Bent on an investigation tour of his farm to determine the reason for the chronic milk shortage, Edward Scholl of Zionsville, Pa., came across this unusual sight in his cow pasture. He not only discovered the reason for the milk shortage, but also the reason for the unusually rapid growth of the farm's latest litter of piglets.

Polk County Dairy Cattle Men Work For Better Breeding

Dallas, Or., May 7 .- Better breeding of tention in Polk county. Ivan Loughary stitution and Yakima was in no danger done by the cold spell during April. of the firm of Frank Loughary & Son, of losing it, Director E. L. French of The Missouri peach crop will be alleading Jersey breeders, has been promitive department of agriculture said it most a total failure, according to renent in putting rorward the gospel of was his purpose to make it a growing ports to the association. Along the Atbetter herd sires.

bureau is making arrangements to secure the donation of a limited number bureau is making arrangements to secure the donation of a limited number Secretary H. P. Vermilye he made an of bull calves from some of the widely inspection of the improvements to been damaged. In New Jersey known herds of the county for placing grounds and buildings recently ordered port estimated a loss of pears of fully in bull clubs. The breeders of pure and expressed his satisfaction of the 80 per cent, with a 25 per cent loss in stock are backing the proposition to a progress made. His chief aim will be Michigan and great damage in all the man, according to Loughary, who feels to make the fair of state-wide import-that a number of associations of this ance and he pledges full support of all kind will raise materially the average his department heads to this end. quality and production of Polk county dairy cattle.



Washington State Fair Promised Aid By Director French

Yakima, Wash., May 7.—Declaring that lairy cattle is attracting considerable at- the Washington state fair was a fixed in-The livestock committee of the farm future appropriations certain. In com-

DAMAGE TO FRUIT IN EAST SERIOUS

BETTER FARMING

Fruits in the East have been m seriously damaged than for any time during the present generation, ac cording to private advices received by the Oregon Growers' Cooperative

One authority writing from Missouri says: "Everything we have been able to learn regarding the fruit situation between the Rocky mountains and the Atlantic coast indicates the lightest crop for a generation. Since I last wrote, you there has been considerable damage_to our crop prospects. Strawberries will be half a crop, blackberries a full crop and apples probably a quar-

er of last year's production." From Southern Idaho the association has received word of serious damage to the cherry and peach crop. In the lower Yakima valley frosts have injured therries, peaches and apricots.

The apple crop is almost a total loss in Missouri and the great apple section of Northwestern Arkansas. Some orchards are being abandoned for the

From New England reports to the association are of great damage to the commercial crop of apples and cherries. The apple crop will hardly average 50 per cent according to present estimates. In New York state and Michigan come reports of very serious dam-

age to apples.

The New Jersey cherry crop, co mercially, is almost a total loss and all through the New England states the crop will hardly average 50 per cent of damage and in Michigan reports are

In Missouri the pear crop also has been damaged. In New Jersey one recentral states. There was elect and &

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