

POULTRY PRODUCTION IN THE WILLAMETTE VALLEY

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Compared with many other sections of the Northwest, the poultry industry of the Willamette valley is in its infancy. There are many reasons for this. Practically every acre of land is devoted to grain, fruit, vegetable and grain production under the prevailing climatic conditions of this fertile valley. Therefore it is not surprising that the poultry industry has not grown as it has in some sections where the land will produce little, and is therefore available for poultry production only. Some of the largest poultry farms in the Puget Sound country are located upon soil that is very gravelly, as well as exceedingly rough, and is therefore available for nothing else. The soil around American Lake and Spanaway, Washington, where we find so many chickens, is exceedingly rocky, and consequently drains rapidly, which gives dry footing for poultry a year around, a recognized essential in the proper yarding of birds.

Diversified Crops Prevail. Coming back to the Willamette valley conditions, the writer believes that there is nearly as much poultry produced in this valley as there is in any valley where crops are so diversified. The man who goes in for market-gardening has little time for chickens, other than for table purposes. The man who produces hops, prunes, apples, strawberries, wheat, oats and clover is not in a position to give sufficient time to the production and care of two or three thousand chickens, and a man cannot claim to be in the poultry business, unless he has at least 2000 fowls. If we go into the Rogue River valley, the Hood River valley, or the Yakima valley we find people specifically interested in fruit-growing and only enough chickens for local consumption and in every case we find it necessary to ship in eggs for local use at certain times of the year. So while we may think that the poultry industry is a small one in this particular section, we must remember it will compare favorably with this industry in every other section, except where little else can be produced. Being to the grain country of eastern Washington and eastern Oregon, we cannot hope to find large poultry farms. If they produced eggs in any large quantity, they would find that the markets were so far from the scene of production, that the express charges would more than offset the profits. Small poultry farms will be found all over eastern Washington and eastern Oregon, but the production just about meets the demand.

Poultry is Profitable. It is unnecessary to make the statement that poultry can be raised at a great profit to the owner. We say it can be, and we say it advisedly. Like any other business, it depends upon "The Man Behind the Gun."

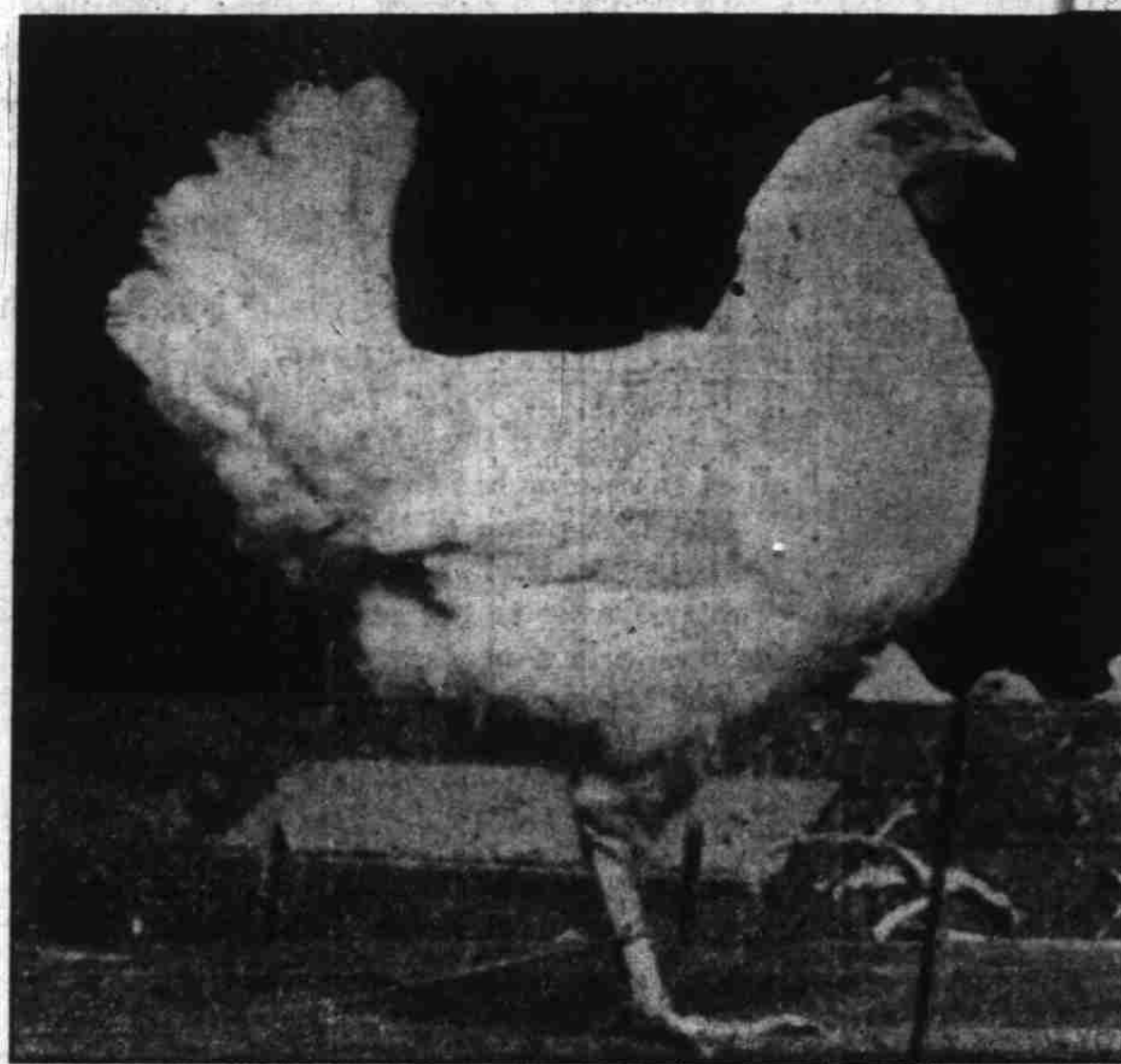
Some men would make a failure in the shoe business and a success at mining; others would make a failure in the newspaper business and a success in railroad construction. The same is true of successful poultry production—we find men and women who seem to be cut out for raising poultry. If a man believes that it is a small and insignificant business, he is certain to fail. A man must have unlimited confidence in the business and in himself. If one doubts that he can secure a ready and profitable market for his produce, then he had better stay out of the business. And again, if a person lacks confidence in himself and his ability to meet the problems which are certain to face him even after years of experience with poultry, then he should hesitate before investing his capital. Too many, in the writer's opinion, go into the poultry business believing that anyone can raise chickens, and there never was a greater mistake made with regard to any business. After years and years of study, we have seen men "fall flat," as the saying goes, when it came to successfully incubating and brooding chickens. We know a man who has made and saved around \$30,000 from poultry production since 1907. He has direct charge of his plant all the time, and yet last year the first hatch that he brought off ran less than 28 per cent of the eggs set. He told the writer this in a personal letter last March. The next hatch brought off ran less than 40 per cent, and it was not until in May that he succeeded in getting his usual 75 per cent hatch. If a man who has had this large experience and who has realized a considerable sum from the poultry business meets with such experiences, is it any wonder that so many people fail in their first, second, or third year with poultry? We do not marvel at the failures in poultry-raising any more; we marvel at the successes.

Fabulous Figures Misleading. It is not the desire of the writer of this article to discourage people from going into the poultry business, and yet we wish to warn those who have saved a few hundred dollars and who think that they can get a small piece of ground, get 200 chickens, put up a house or two, throw grain now and then to the fowls, and sit back in their chairs and see the money come in. This cannot be done; not as a regular thing. I acknowledge that there are books and articles written leading the reader to believe that \$2000 a year can be cleared from 500 chickens, but they are absolutely misleading. I have several books in my library which would lead a reader to believe that immense sums may be realized from a small flock of hens. I have before me now a book issued by a prominent eastern publication, the title of which is,

"\$6.41 Per Hen Per Year." You may be surprised to know that I believe the statements made in this book, but I do not believe that what one man has done, another can do. Another may do it. One man may write a book and succeed in selling a million copies; this has been done, but what one man has done, all men cannot do. That is the idea we wish to convey.

Edward M. Chase of Bothel, Washington, a personal friend of the writer's, cleared, the third year he bred White Orpingtons, better than \$27 per hen. This is an absolute fact, but when I explain how it was done, readers will acknowledge that every one could not do it. In fact, that was the only year he succeeded in doing it. Now he is out of the poultry business, strictly speaking, and is supplying over \$500 worth of milk a month to the people of Bothel and vicinity. Had he been able to continue the wonderful record established during his third year, it is not probable that he would have exchanged the poultry business for the dairy business. But listen, he paid as high as \$250 for a single male

breeder; he paid as high as \$110 for a single hen. At that time a great craze was on over the value of the White Orpington. Ernest Kellerstrass, a multi-millionaire of Kansas City, was boosting the White Orpington to the skies, by purchasing full-page advertisements and many times a double-page spread in all the poultry publications as well as farm magazines of the country and continuing them for several years. The Orpingtons were heralded everywhere as the greatest meat producers, the greatest egg layers, the most beautiful fowl, that was ever known to mankind. People fell all over themselves trying to get hold of White Orpingtons, known as the great "Crystal White Strain." Many people could not pay Kellerstrass's prices, so were very willing to pay men like Edward Chase, \$40, \$50, \$75, and even more, per bird. I know that Mr. Chase sold single specimens, himself, as high as \$175. Not only one, but many birds went for \$75 and \$100. You say the people were foolish? No sane man would dispute it. But it is no wonder that Chase cleared \$27 per fowl, when you take into consid-



"Brewster's Oregon Girl." The greatest of laying hens. Owned by E. Brewster, Portland, Oregon. Bred by D. Tancred, Kent, Wash. Record, 304 eggs in first year (365 days) of laying; 317 eggs in 12 months and 17 days.

eration that he sold his laying eggs for 75 cents and \$1 apiece. The large farm that realized \$6.41 profit per hen in a year sold nothing remarkable. He sold his laying eggs, baby chicks and pullets at good prices, but when I say \$200 out of the question to clear \$200 from 500 fowls, I mean that it is not possible if one markets the eggs and poultry meat at the corner grocery, the commission house, or even to individual patrons, and, after all the foundation of the poultry business must be placed upon a commercial basis.

Money in Commercial Fowls. The question is asked the writer a thousand times a year: "Is there any money in commercial poultry?" And my answer is this, "There ought to be, for surely a great many people have put money in who have taken little out of it." At the same time I could take the reader to many mighty successful poultry plants in the Northwest, and a little later in this article I will give facts and figures about the largest poultry plant in the West. A Salem man called in my office the other day and wanted to know if there were any successful commercial plants in Marion and Polk counties. My answer was that there are many successful poultry plants, if we can call a sideline of poultry a poultry plant. There may be one or two commercial plants in

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THE SCIENCE OF CHIROPRACTIC

The science of chiropractic is comparatively a new science. The founder of chiropractic was Dr. D. D. Palmer of Davenport, Iowa. The school he founded from humble beginnings has grown to such an extent that it now has 800 students who enjoy a clinic of several hundred patients. It has grown in the favor of the people, and over seven thousand practitioners are now found in the United States. It has been defined as the "Science and art of adjusting by hand the cause of disease of whatever character that may occur in the human body."

If Chiropractic needed any defence the fact that Clara Barton, Mother of the Red Cross; Opie Read, the novelist; Charles Schwab, president of the Bethlehem Steel Corporation; Miller Reese Hutchinson, of the Edison Laboratories; John Temple Graves, editor of the New York American; Christy Mathewson, ex-Governor of Wisconsin; Elbert Hubbard; ministers; congressmen, and athletes have been successfully treated by Chiropractic, would be conclusive. No other school can cite more opposition, or has made greater progress.

Elbert Hubbard says: "Above all things, a good chiropractor has faith in Nature. He does not make a

proud boast that he cures. He knows that it is Nature that cures. All that the chiropractor does is put his patient in line with the law of Nature. The chiropractor never knows an adverse result. He simply knows the physical fact that the pressure of bone on the telegraphic system fails to act properly. With skillful manipulation by hand he brings about proper adjustment. He finds the cause and removes it. Chiropractors are doctors of medicine. From them we get a new science, which is a great step to the happiness and well-being of the world."

Dr. P. H. May, of this city, for the past five years has been practicing Chiropractic in the Hubbard building. His long experience has built up a clientele that establishes him as a successful practitioner. The doctor is a graduate of Palmer Institute at Davenport, Iowa, and his years of experience enable him to give the public the best that Chiropractic has to offer. In a public-spirited way, affording those unable to pay for his services a free clinic, and many have the advantage of it. This office is open and if you are ill, call on as consultation is free.

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IN SALEM AND VICINITY DURING 1917

The following figures indicate the confidence of the owners of the Portland Railway Light and Power Co. in the future growth and prosperity of Salem, and their liberal policy in providing adequate facilities for furnishing Electric and Gas Service to the citizens of Salem and vicinity.

ADDITIONAL INVESTMENTS MADE IN SALEM AND VICINITY BY THE P. R. L. & P. CO. IN 1917.

For additional poles and wires	\$68,213.72
For additional gas mains	2,903.13
For additions to gas and electric plants	20,944.51
Total	\$92,061.36

CASH PAID OUT IN SALEM AND VICINITY BY THE P. R. L. & P. CO. DURING 1917

For labor	\$46,235.47
For material	18,891.05
For taxes, licenses, assessments, etc.	8,665.44
Total	\$73,791.96