

POULTRY PRODUCTION IN THE WILLAMETTE VALLEY

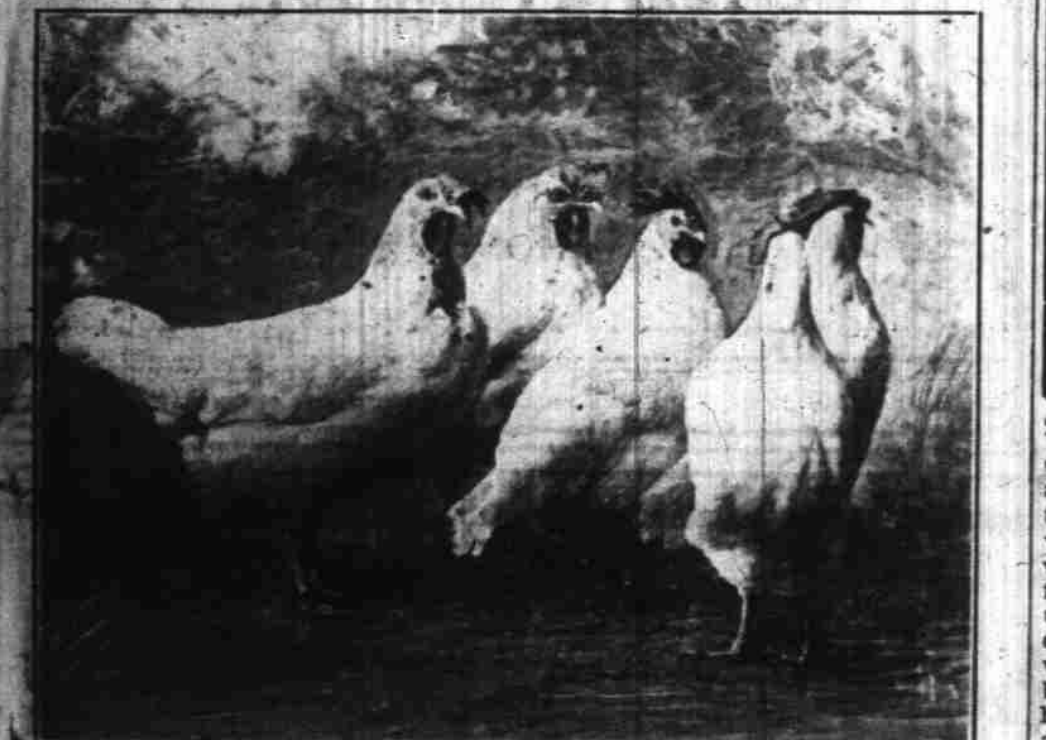
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these counties from which the owners derive their entire income, but if so, I do not know of them. Practically all of the poultry produced in these two counties comes from the diversified farm, whereon many products are raised. Few, if any, keep a specific record of the output and income from poultry. We acknowledge they should do so, but admit that they do not. In stating that many flocks are maintained at a profit, we only state what we believe must be true; otherwise the poultry would not be retained.

To get right down to the actual profit from the poultry, one must make a study of this business from A to Z, and if he has experienced for himself all the troubles from A to Z, he will still have troubles to master, and it is true in any business you ever heard of in your life, although some people make a success of a business in spite of what they do not know about it. To begin with, one must know his chickens. If in buying and selling dry goods a dealer is not familiar with the difference between good quality and poor quality, he is sure to be stung right and left by wholesale firms. In these days, a wise buyer is as necessary in a department store as a clever salesman. As much, and oftentimes more, money is made, because of intelligent buying as there is from clever selling. So it is with poultry. If a breeder does not know the difference between a great layer and a small one—the difference between a good producer and a poor one—he will not make the profit that he otherwise would and should make.

While in Medford attending the poultry show the last week in November, the writer made this statement among others while talking with a farmer and the farmer came back at me with the request that I visit this farm that evening, which was, by the way, Thanksgiving eve and go through his flock of birds and prove to him that I could tell which bird was laying, or would lay within three weeks, and which birds were not laying and would not lay within that length of time. The farmer called for the wife and I, and at

of knowing how many eggs a particular hen has laid in a given time. The trapnest is just what its name implies. It is a nest into which the bird enters and after she steps on the floor within the nest, the door through which she entered closes and she is a prisoner until the attendant comes and releases her, takes out the egg, if one has been laid, marking on the egg with a pencil the number of the leg-band on the hen, at once giving this hen credit for laying that egg on that day. It is surprising to learn how few people know what a leg-band is. It is a small strip of aluminum on which is stamped a number. The band is firmly fastened on the hen's leg. These leg-bands may be purchased at any store carrying poultry supplies for about \$1 a hundred, numbered from one to one hundred, or most any other way. An egg record sheet is kept within the poultry house on the wall. Down the side of the sheet are placed the numbers of the leg-bands appearing on the hens in that house. If there are fifty hens to the house, there will be fifty numbers, from one to fifty down the side of the sheet. Across the top of this sheet will be found the days of the month, from one to thirty-one, and of course the rest is plain. If on the 1st day of January hen No. 21 lays an egg she is given credit on the sheet opposite her number and in the first space under January 1st. If she does not lay again until the 15th it will be so designated on this sheet each day. At the end of the month her achievements will be known to the breeder and the same at the end of the year. This of course entails a lot of work, but on large plants a great deal of this trapping is done and one farm has carried it on for many years. There is this difference between the trapnest and the Hogan system of selecting layers; the trapnest is the only sure way of knowing whether a hen is a producer of 100, 150, 200, 250, or more eggs a year. The trapnest will also tell you, if used continuously year after year, what hens are what males are from good layers and whether certain males and certain females are capable of transmitting



The Contest Winners. The above pen of Single Comb White Leghorns won the First All-Northwest Egg-Laying Contest at Pullman, Wash. The record made by this pen was 871 eggs, an average of 194 1-5 eggs each. Bred and owned by J. A. Hanson, Corvallis, Or., who operates a farm of 3000 White Leghorns.

7:30 I was beginning my work and at 10:30 had handled 242 birds, showing-out 78—as absolutely unprofitable. I picked 16 birds that were laying, 22 that would lay shortly, and the others were either too immature or were out of condition from lack of proper feed and housing. At the show he had told me that he was receiving 11 and 12 eggs a day from 202 birds. A few days later he reported to the writer that he had not received a single egg from any of the birds, excepting the 16 which I selected as being the layers. At the time we advised this farmer to dispose of all the immature birds as well as the 78 which were positively useless. However, he disposed of only the 78. It is an assured fact that the best labor that he will waste upon the immature birds and those out of condition will far offset the profit from the 33 good birds. So how can a man expect the poultry business to pay a profit when it is operated with such gross ignorance and negligence?

There is nothing wonderful about selecting the birds that are laying and the birds that will be good layers. It can be learned in thirty minutes from a man who knows or from a book that is published on this subject, namely "The Call of the Hen," a book written by Walter Hogan. Note the similarity between "The Call of the Hen" and "The Call of the Wild." To explain this, it is only necessary to say that Mr. Hogan knew what he wanted to write, but did not know just how to say it, so he called into his service Jack London, who gave the book the name and did the editing. Thousands and thousands of copies of this book have been sold over the guarantee that if after five days any purchaser felt that he had not received his money's worth, he might return the book and have his money refunded. This is not an advertisement for the book. One idea is to instruct in the minds of the people who are now raising poultry on the farm or the city, that it is necessary to know what birds are good producers and keep them and feed them, and to market or eat those which do not measure to the requirements of a good layer. Ten inches in a flock of fifty will offset the profit the other forty birds can show, unless the other forty are phenomenal producers, which is not at all probable if the breeder does not know enough to select and dispose of the drones.

The Trapnest. You have heard of the trapnest, which is of course the only sure way

dreamed that a farm could be operated on such a modern scale. To attempt to describe this farm in detail would require several pages, so we will pass this by, but will say that the farm has its herd of Holsteins, valued at \$250,000; the most modern dairy barns that money can build, where men are hired to do nothing but milking, each man working six hours a day, three hours beginning at 1 and quitting at 4 in the morning and three hours beginning at 2 and quitting at 5 in the evening. It is so arranged that every other Sunday a milker has the entire day off and once each month has a whole day besides. A vacation of two weeks is given each milker at full pay. The salary paid is sufficient to hold the best labor and includes board, which is of the best, also a steam-heated room, furnished. Four changes of linen are provided each milker and he is required to change this linen before every milking. He does absolutely nothing but milk. When he steps into the barn the cows have all been locked in their stanchions and washed. After milking he turns the product over to the sterilizing and bottling department. On this farm will be found a laundry, an ice plant, an electric light plant, repair shop, blacksmith shop, general merchandise store and three or four large greenhouses. There is a building built entirely for the cooks and contains a large dining room. Another building offers accommodations for from fifty to sixty laborers, and the residence is a mansion in itself. Several bookkeepers are employed to keep absolutely every item relating to the operating expense and income of the farm.

The reason we went into this detail was to show why we are positive of the figures mentioned in this article. Hundreds of trapnests are to be found on this farm in the laying houses and you can just believe there are few drones permitted to live there. I handled one hen that finished her pullet year with 394 eggs. Twenty-one birds last year laid better than 275 eggs apiece. The gross business of the poultry farm for the period mentioned above was \$44,091.54. An average of eight men were employed on the poultry plant and interest of 6 per cent was figured on the investment. High egg production was largely responsible for the excellent showing. In contests under state control, the Hollywood birds have finished with 273 and 277 eggs, at Mountain Grove, Missouri, and Storrs, Connecticut egg-laying contests. This means that Hollywood birds under government care and different climate have demonstrated that breeding counts.

Money in Small Flocks. It is generally conceded that a man can make money with two or three dozen chickens, when he will fall with 2600, so the writer maintains that if this farm can clear nearly \$1.50 per fowl and carry approximately 9000 White Leghorns, the man on a lot or small acreage cannot afford to be without a dozen or more fowls. Feed has never been any higher than it was from September 1, 1916, to September 1, 1917, when the above-mentioned profit was

Salem Water, Light & Power Co.

The Salem Water, Light & Power Company is engaged in furnishing water to the city of Salem, the capital of the state of Oregon, a city covering an area of five and a half square miles.

This water plant is the largest privately owned waterplant in the state of Oregon. It has seventy-three miles of water mains laid in the streets of Salem, thirty-one miles of which are under permanent hard surface pavements.

It has installed at its pumping station the largest vertical triplex pump on the Pacific coast, made expressly for it by the Geo. E. Dow Pump Works of San Francisco.

It has recently installed a two-stage electrically driven ten-inch centrifugal pump, which is a model of its kind and is the last word in centrifugal pumps. In twenty-four hours this pump forces 3,250,000 gallons of water to an elevation of 230 feet.

It has a horizontal double acting duplex Dow pump which has a capacity of two million gallons in twenty-four hours. This pump may be driven either by water power or by steam power.

It has a Dow steam duplex pump which has a capacity of 1,250,000 gallons in twenty-four hours.

It has three kinds of power installed for driving its pumps, viz: 150 H. P. water power, 150 H. P. steam power, and 150 H. P. electric power.

It takes the water supply from a crib or well built in a sand and gravel bar situated in the Willamette river above the city. This bar serves as a filter through which all of the water has to pass before entering the distributing mains of the plant.

The first pump of the Salem Water Co. was set in place and started on October 21, 1871, by Mr. W. F. Boothby. From that time this company has served the public conscientiously to the best of its ability. The company realizes that the good will of the public is a necessary asset and it is appreciative of this feeling of comradeship.

The Company takes this opportunity to extend to all its patrons its best wishes for a Happy New Year.

made. All grain and straw was purchased in the field in large quantities. In a former paragraph we stated that a man was not in the poultry business unless he had 2000 or more chickens. This of course refers to the commercial end of poultry raising. Quite a few people will tell you that they are in the poultry business and upon inquiring as to how many fowls they have, they say, "200, or 300," or such a matter. Now let us look at this question closely. Five hundred chickens at a fair market price are worth about 75 cents apiece; that is all one could get were he to throw the entire five hundred on the market at one time and we are certain that in only a very few cities of the coast would any one merchant accept five hundred chickens in one delivery. But after all, that is all a bird is worth; just what it will bring on the market, at so much a pound. Five hundred chickens at 75 cents apiece would be \$375 invested in stock. Can any of our readers tell us of any other business in which they can engage with \$375 and clear \$1000 a year? If a person was to start a shoe store, he would not expect to handle a very large line of shoes with \$375 as his capital. He could not get very far in a grocery store, and yet people will say, "Why, there is no money in the chicken business. Just look at Jim Jones; he had five hundred of as fine looking chickens as you could wish for, and he made a dismal failure." Probably if Jim Jones had taken his \$375 and gone into any other business he would have made the same failure. Why, if he made 100 per cent on his money every year, he would only make \$375, and we know that people are very glad to clear 25 per cent, yes, 10 per cent on their investments. We acknowledge that \$375 would not be his entire investment. There would be buildings, labor and appliances, but the thing we want to get at is that it requires more than such an insignificant amount invested in any stock, whether it be grain, cattle, or poultry, to make any great sum of money. I can name several poultry men who have around five hundred birds who are clearing \$2 per bird and have cleared more. It all resolves into the question, "Are the fowls high producers?"

Scratch feed.	Yolks.	Whites.
200 pounds corn	510	268
Mash feed.		
20 pounds shorts	41	44
20 pounds bran	31	41
20 pounds oats	39	31
20 pounds corn meal	52	28
26 pounds beef scraps	27	288
306 pounds feed	700	700

SALEM FRUIT CO. IS HANDLING BEANS BROUGHT IN BY GROWERS

(By W. C. Cowgill)

One of the recent achievements of the Salem Fruit Company, in the way of quick merchandising, was the shipment of \$20,000 worth of white beans to a jobbing house in the East; whether the jobber had re-sold the beans to the government, for army and navy use, Manager F. D. McDonald was unable to state.

Besides the handling of beans, the company handles large quantities of fruits and vegetables in season, but is not in the packing business.

Brokerage Business is Large. It is not, perhaps, generally known that there is in Salem one of the largest brokerage establishments in the state this side of Portland, and that is the Salem Fruit Company. In addition to its other large business this company operates an up-to-date bean mill, not a mill to make flour out of the navy white beans, but a powerful cleaning mill operated by electric power, that not only cleans the beans as they come from the farms all over this and adjoining counties, but, if so desired, polishes the bean, just as a jeweler would polish a precious stone—and believe me, beans are very precious this year of our Lord, for with a short crop, owing to dry weather when the beans were only half way matured, and some fields attacked by the weevil, it is estimated by those in position to know that this year's crop of this staple, army and navy food is more than 50 per cent short of what should have been a normal crop, from the

very large acreage planted, and in some localities the bean stalks were fit only for fodder, without thrashing, for hogs or cattle.

Beans, beans, beans in bags, beans in the hopper of the "polisher," beans polished clean, beans whiter than snow as they slide down into brand-new, clean bags, ready for the market.

Beans, in bags, piled all over the space of a ten-acre lot; 112,000 pounds owned by one grower, with four carloads on the same floor, is the sight that would have made glad the heart of Uncle Sam's purchasing agent for the big army, had he been there to see, inspect, and bid the government price, a few days ago, in the big bean warehouse of the Salem Fruit Union, down on the Southern Pacific side track, opposite the passenger station.

The Salem Fruit Company, under the management of F. W. Franz at the bean warehouse, only acts as a broker for the growers, cleans their beans, and finds the buyer, charging a small commission for its services. There were, the day the reporters visited the warehouse, on hand 112,000 pounds of beans, the property of one grower, and altogether in the house about four carloads, ready for shipment, or soon would be, bright and shiny, of a fair quality, that, under the prices fixed by the government in Michigan, will net the grower about 3 cents a pound, after deducting commissions for cleaning, sacking, insurance, etc.

MME. BUFFE-MORRISON VISITS MILLINERY MARTS

At the time this is being written, the newest popularly accepted models.

The new stock of hats and millinery supplies which she will order during this trip will enable her to display, upon her return, a quantity and variety of millinery products, which she has been heretofore unable to exhibit.

It is her intention still to carry a complete line of popular-priced hats, as well as a good showing of the more expensive models. She expects to return to Salem the latter part of January and her new purchases will no doubt be on exhibition very soon thereafter.

You will find every church and lodge represented in Salem. You will be made to feel at home, as if you were among brothers and sisters. You will find old neighbors from every state in the Union. You will be made welcome in Oregon, where there is room to grow.

One of the leading Indian training schools in the United States is located here in the suburbs of Salem.

We must furnish more than one-half the food for France, England, Italy, and some for Mexico and others, aside from feeding our own 1,750,000 men in the army and navy as well as our 98,500,000 non-combatants. As a committee we are not asking for an offering of money; we are not asking that you buy an interest-bearing piece of paper—we're asking that you get a flock of poultry and go to work producing food on your back lot or on your farm. It will provide healthful and entertaining and will provide eggs, broilers and fry for the family, all in return for a little enjoyable labor in throwing grains and table scraps to birds night and morning. We appeal to every loyal family to cast about for breeding stock and do it now, for birds are becoming scarce. The cost will be negligible—the profit commensurate with the labor involved.

The war-time feed ration contains no wheat and is as follows: