

The Slogan Pages Are Yours; Aid in Making Them Helpful to Your Wonderful City and Section

SALEM DISTRICT INDUSTRIES

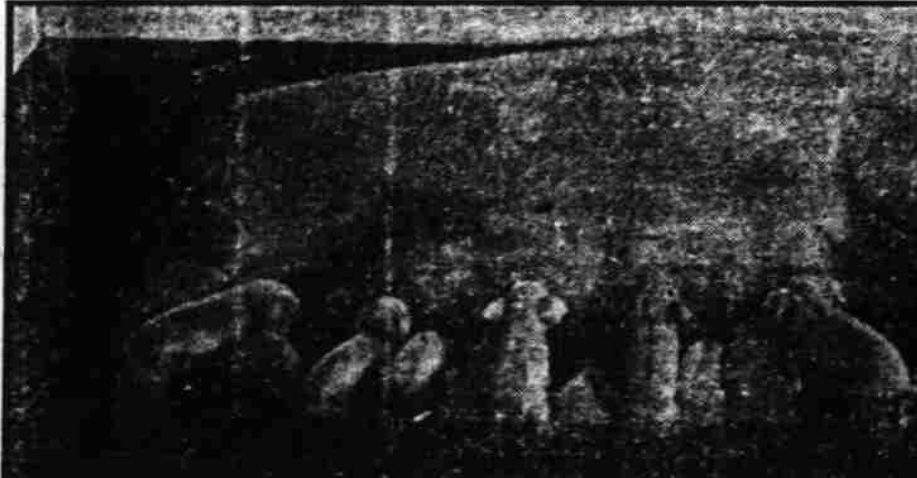
:-:- Ninth Consecutive Year :-:-

THE STATESMAN dedicates several pages each week in the interest of the fifty-two to a hundred basic industries of the Salem District. Letters and articles from people with vision are solicited. This is your section. Help make Salem grow.

CASS NICHOLS HAS NEVER LOST BUT ONCE IN GRAND CHAMPION SOW MONEY

His Herd of Chester Whites Brought Home 120 Blue Ribbons From the Big Fairs Last Season; Going Out After More Of Them in Coming Season—The Nichols Operations, Just Six Miles East of State Street, Salem, Are Worthy of Making Their Farm a Show Place as a Sample Exhibit of What May Be Done in Industries on Land in This Section

One of the most interesting and successful farming operations in Marion county is that of Cass A. Nichols and J. M. Nichols and son, the son being Cass Nichols. They breed good hogs, milk good cows, and Mrs. J. M. Nichols keeps good poultry. The Nichols farm is just six miles from Commercial street in Salem, straight out State street



This is Brookside Goldie, first prize aged sow in the California and other fairs of 1925, 1926 and 1927. She belongs to the Cass Nichols herd. The pigs shown were farrowed at the Pomona, Cal., fair, where she was on exhibition at the time and was first prize winner, as stated. There were 13 in the litter. The photographer evidently missed two of them.

Then at the Salt Lake fair, and the Pacific International at Portland, and likely wind up with the Ogden live stock show in January. Lowell Stockard is employed by Mr. Nichols, and he will part of the time be with one herd, while Cass Nichols will be with another, at the fairs.

They Always Win
The Nichols Chester Whites always win. They averaged about 15 blue ribbons at the fairs last season; about 120 blues in all. Their winnings are confined to purples, blues and reds almost exclusively, with a very small smattering of the colors representing the paved penitentiary road, on the left side of the road where it turns a mile this side of Geer station. You know the place by the two houses and the fine barn and the general air of order and thrift. They have 150 acres of their own and rent 50 acres more. They farm 200 acres, and they buy a lot of feed besides, from their neighbors and others.

Started Small
Cass Nichols started in 1918 as a pig club member, choosing Chester Whites; started with a sow and a boar. He has now 220 spring pigs and about 20 sows, including fall gilts, and eight boars.

THIS WEEK'S SLOGAN

DID YOU KNOW That the Salem district is growing to be a great swine breeding center; that Salem is now an important pork packing center, and it will grow in this respect constantly; that Marion has become the leading hog county of western Oregon; that swine breeding here goes admirably with dairying, and there should be twenty cows where one is milked in this district now, and tens of thousands more hogs on the dairy farms; that every farm of every kind should have a few hogs, at least; that this is a good hog country—some good judges say it is the best hog country in the world; and that there is room for thousands of men who know the best methods of swine breeding and other thousands who are willing to learn? And did you know that this is the best hog market in the United States?

Dates of Slogans in Oregon Statesman

- (With a few possible changes)
 - Loganberries, October 6, 1927
 - Prunes, October 13
 - Dairying, October 20
 - Flax, October 27
 - Pilberts, November 3
 - Walnuts, November 10
 - Strawberries, November 17
 - Apples, Figs, Etc., Nov. 24
 - Raspberries, December 1
 - Mint, December 8
 - Beans, Etc., December 15
 - Blackberries, December 22
 - Cherries, December 29
 - Pears, January 5, 1928
 - Gooseberries, January 12
 - Corn, January 19
 - Celery, January 26
 - Splach, Etc., February 5
 - Onions, Etc., February 12
 - Potatoes, Etc., February 19
 - Bees, February 26
 - Poultry and Pet Stock, Mar. 4
 - City Beautiful, Etc., March 11
 - Great Cows, March 18
 - Paved Highways, March 25
 - Head Lettuce, April 1
 - Silos, Etc., April 8
 - Legumes, April 15
 - Asparagus, Etc., April 22
 - Grapes, Etc., April 29
 - Drug Garden, May 6
 - Sugar Industry, May 13
 - Water Powers, May 20
 - Irrigation, May 27
 - Mining, June 3
 - Land, Irrigation, Etc., June 10
 - Floriculture, June 17
 - Hops, Cabbage, Etc., June 24
 - Wholesaling, Jobbing, July 1
 - Cucumbers, Etc., July 8
 - Hogs July 15
 - Goats, July 22
 - Schools, July 29
 - Sheep, August 5
 - Seeds, August 12
 - National Advertising, Aug. 19
 - Livestock, August 26
 - Grain & Grain Products, Sept. 2
 - Manufacturing, Sept. 9
 - Woodworking, Etc., Sept. 16
 - Automotive Industries, Sept. 23
 - Paper Mills, Sept. 30
- (Back copies of the Thursday edition of The Daily Oregon Statesman are on hand. They are for sale at 10 cents each, mailed to any address. Current topics 5 cents.

national, and at the Ogden show in January, on Polands. The Nichols family came to Salem and their present location in 1908, from Texas. There is another son, a graduate of the Oregon Agricultural college, now a government inspector in construction work in Honolulu. There is a daughter, Mrs. John A. Hain, living on the asylum road. The Hains are to join the rest of the family in the Nichols farming operations within a few weeks. There are two youngsters in the Cass Nichols family, girls.

A Creditable Industry
As stated in the second paragraph above, Mrs. J. M. Nichols has her part in the operations, with a flock of White Leghorns. She added 500 chicks to the flock last spring. This industry on the land is a creditable one to the Nichols household. Everything is in order; everything in ship shape.

In the shows this fall and winter, he will sell four or five of the boars. He will show at some of the Oregon county fairs, the state fair, and at the five big California fairs, at Stockton, Sacramento, Ventura, Riverside and Pomona. He is sending third and fourth prizes, the purples for grand champion awards, and the blues and reds for first and second money. They

never lost a grand championship on sow but once—at the Pacific International two years ago, when it went to a Michigan sow. **They Cull Closely**
They sell the culs, and cull closely. They condition them for the packing house, mostly, about 50 head are on their way now. They are crowded and sold at 6 months of age, and they make 200 pounds and better. They are started at weaning time; on middlings. Then on No. 1 gray oats, ground; then oil meal and tankage mixed, and skim milk. At around 100 pounds they are fed wheat and corn or corn and barley, owing to the prices of the different grains.

They raise some of their feed; buy most of it. They grow on their farm mostly hay, corn ensilage, and gray oats. They milk about 60 cows; mostly Jerseys. Sell the whole milk to the Sanitary Milk company, Salem, and buy back the skim milk for the pigs. **Some Polands, Too**
J. M. Nichols & Son have some Poland Chinas, too. Pure breeds, of course, as all the Chester Whites of Cass Nichols are. They drew down junior grand champion awards last year at the Pacific In-

There is constant work, of course. With that many cows and hogs and chickens to look after, constant and painstaking labor is necessary, every day in the year. There are two extra helpers employed the year through, and more laborers are added in the harvest and other busy seasons. There are no idlers. But Cass Nichols takes time to read and study and to keep up with the times. He is largely self trained. His education has been largely in the school of hard knocks. He has learned by doing. He has not attended college.

Are the operations profitable?
Cass Nichols makes no boasts, but appearances indicate thrift and prosperity. He says it is largely a matter of costs of feed and prices of products. Feed has been high, and prices of products have been down. But there is an upward trend in prices now. Hogs are selling at \$1 and more a hundred pounds higher at the packing houses than they brought a year ago, and still higher prices are apparently in the offing—perhaps extreme high prices again next year.

Such a place as the Nichols farm is good to look at. It is worthy to be pointed out to visitors as a show place; as an exhibit of what may be done by hard hand work and head work in the industries on the land in this section. What one man has done another can do. What one family has done another family can do. Our country has a right to be judged by its successes rather than by its failures; rather by its conspicuous examples of success than by its examples of indifferent success.

SUGAR BEET PULP FATTENS ANIMALS

CHICAGO, July 14.—(AP)—Thrown away as useless a few years ago, the by-products of American beet sugar factories now fed to livestock contribute 240,000,000 pounds of meat annually to the nation's food supply, Stephen H. Love, president of the United States Beet Sugar association, declared in an address here. "Beet pulp, which is the residue left after the sugar has been removed, is fed wet to cattle and sheep in the vicinity of sugar factories," Love said, "or it is dried and shipped to other livestock raising areas. Molasses from the beet sugar factories is mixed with alfalfa meal for cattle feed. The beet tops cut in harvesting the crops are fed to the stock in the fields. "It is estimated that the by-products from an acre of beets properly handled will produce 300 pounds of mutton or beef. Figuring that there are about 800,000 acres planted to sugar beets by farmers in the United States every year, the immense contribution of the industry's byproducts alone to America's food supply can be realized.

HIGH LIGHTS IN THE OREGON HOG SITUATION BY A HIGH AUTHORITY

The Advice Is To Stay With the Game—Oregon Swine Breeders Increase Their Turnover to 128 Per Cent, Which Is a Good Showing—We Sell 350,000 Hogs Annually—It Is Logical for Every Oregon Farmer to Have a Few Hogs on His Farm

(Through the courtesy of John C. Burtner of the department of Industrial Journalism of the Oregon Agricultural college, the following by H. A. Lindgren, extension specialist in animal husbandry, was written for this annual Slogan number of The Statesman.)

"What is in store for me in the future in the hog business?" is the question that a good many of the farmers are asking themselves at this time. With the present prices for hogs many of the farmers are very much discouraged. However, when we think back over the situation we can remember that we enjoyed a few years of high prices during which time many of our farmers were tempted to buy more sows, and consequently we increased the number of hogs all over the country to such an extent that now we are facing a reaction. I suppose that as long as we stay with the farming game, we will always live through periods of that kind. When considering any branch of the livestock industry, we should not attempt to analyze it, however, from the results of one year's work. It takes time to build up a herd of any type of livestock. Consequently we cannot afford to go in one year and out the next. To be on the safe side stay with the game year in and year out. We will usually find that, over a period of ten years, we have made a profit out of the business.

Stay With Game
It does not seem wise at this time for farmers to sell off all their sows and go out of the business entirely. It probably will be done, however, by a good many, and then, when hog prices are high, they will attempt to buy sows and go back into the game again, only to go through the same cycle. If we are going to reap any benefit in good prices we should stay through the low price periods, raise our hogs just as cheaply as we can, then be in position to take advantage of the higher prices that are sure to follow liquidation of breeding stock.

Records taken at Oregon Agricultural college would indicate that it costs around \$31 to raise a litter of pigs at weaning time. Consequently, the more pigs we save, the less cost per pig up to that time. This, in fact, is where profit can be made in the business. **We Sell 350,000 Annually**
The present figures for Oregon indicate that we have 270,000 hogs in the state. If our 128 per cent turnover is correct, we sell close to 350,000 hogs for the farms of the state. This is almost as many as many as we need for local consumption. For the present population we need approximately 390,000 hogs to take care of the annual consumption.

During the last several years Oregon hog producers have been enjoying a spread in price, between here and Chicago, i.e., we have been getting the Chicago price, plus the freight out here. This has been a great advantage. However, during the last few months we have not enjoyed that differential in price. No doubt, when we reduce the number of hogs below the number we have at this time, the differential will be re-established. At any rate we hope so.

We are still on the grain importing basis, i.e., we do not produce enough feed grain at this time to take care of the livestock needs in the state. The experience of the hog men in Oregon would indicate that it does not pay to attempt to raise hogs on the grain alone basis, neither does it pay to try to raise hogs on farm waste alone. In order to make the greatest profit out of the business it is necessary to have a combination of the two, for example when skim milk is the waste produce used, the best results are to be had when the skim milk is fed at the rate of one pound of grain to every three or four pounds of milk. If cull fruits and vegetables are to be used, it is necessary to feed a still higher proportion of grain, as these feeds are more watery and do not contain the feed nutrients that are contained in skim milk.

I hope that the ideas given here have not been too pessimistic. I do not feel that way about the business. It is logical for every farmer to have a few hogs on his farm. And they will usually turn waste products into profit.

Increasing Our Turnover
Many of you have heard it said before that the most advisable plan for production in Oregon is to base the number entirely on the proper utilization of the waste products on the farm, like skim milk, cull vegetables and off quality grain. It might be possible in addition to this with certain pasture crops to produce hogs profitably where it is not necessary to

Larmer Transfer & Fuel Company

We handle Castle, Gate, King, Rock Spring Coal and Gasco and Diamond Briquets

Also coal specially designed for chicken brooder use.

TELEPHONE 930

AFRICAN PLANTS AT STATE COLLEGE

Oregon Is the Only State in The Northwest to Have This Privilege

Will grasses and legumes from Africa hold any possibilities of profit for Oregon farmers? This question will be answered in the course of future years through operation of a new test nursery now being started at the Oregon experiment station at Corvallis in which will be planted a large collection gathered by L. W. Kephart of the federal service on a recent expedition to Africa. This will be the only "African plant" nursery in the northwest, and is quite likely to develop some valuable plants, say crop specialists.

Introduction, testing and distribution of new and improved varieties are included in the regular work of the experiment station. Work in this field has been extensive in the past, resulting in the introduction of crops that have proved of national importance even aside from those outstanding grain varieties from cereal testing at branch stations.

Some 800 strains and varieties of vetches have been tested in the last 14 years, only seven of which have proved commercially valuable. Of these Common and Hairy vetch are well known, while Monarda, Woolly podded, Purple and Penit and Hungarian—all valuable in certain areas—are not so well known.

Development of Austrian winter peas resulted from extensive tests of field peas. Seed of this variety produced in Oregon is in demand in the south and east. In introduction of soy beans as a summer legume crop in western Oregon followed extensive trials.

Hundreds of strains of grasses have been tested, showing that certain sections of the state are suited to seed production. Most promising of the grasses studied are English an ditalian rye grass; Tall oat, Orchard and Harding grasses, Meadow foxtail and Meadow fescue. Various bent grasses are also being studied to determine values of various strains.

Numerous other plants now under observation include Kudzu, Sanfoin, Serradella, Lupines, Astragalus, Lotus, perennial peas and vetches, Zig-Zag, Subterranean, Shearman and Strawberry clovers and various minor grasses.

NORTHERN POTATOES PLANTED IN SOUTH

GRAND FORKS, N. D., July 14.—(AP)—Growing potatoes in the north for use as seed in the south has become an established industry, a survey conducted through southern fields by a group of northern growers has shown. Ways and means of meeting this industry in satisfactory manner has been taken up by several agencies, including the Great Northern railroad agricultural department, county agents in North Dakota, Minnesota and Montana, and several of the more prominent newspapers. Plans call for a campaign for certified seed with which to meet southern demands.

Experience is declared to have demonstrated that it pays the southern farmer to plant northern grown certified seed. Climatic and other conditions are such in the far south that native seed does not possess the vitality that makes a dependable yield possible. Certified seed, as distinguished from seed grown under ordinary field conditions, has come to be recognized among planters of the south as worth the additional cost because of increased yields.

EDITORIAL

A YEAR AGO AND NOW

Under the heading, "Needed, a Wild Hog Boom," the annual Slogan number on swine breeding of The Statesman, of July 14, 1927, said:

There has been for several years a swine breeding boom in the Salem district; but it is not half wild enough yet; not half as wild as the conditions justify— And it is a boom that cannot be overdone. Salem has become a swine breeding center; has done this in the past seven years; the Salem district has increased its swine breeding industry in this time to five to six times its size at the beginning of the period— And this growth is going on.

The Valley Packing company four and five years ago was going east of the Cascades and the Rockies for about a third of the hogs it was annually using, and outside the Salem trading district for part of the two-thirds.

This company has steadily increased its packing operations, and is now able to get practically all its hogs locally. What is more, this plant was last year and the year before more than doubled in capacity, and brought right down to date; to the last minute; and it will before very long be using 52,000 hogs a year, and getting them all from the Salem district.

This growth of swine breeding is bringing about an increase in the number of dairy cows; helping to develop a large poultry industry; has made Marion the leading corn county of the Pacific northwest—

And it has added to the productivity of the soil in this district in many ways; aided the legume industry; put more silos on the farms, more paint on the barns and dwellings and in many other ways helped in the thrift and prosperity and general well being of the people on the land here in Salem's patronizing territory.

The people of Salem and of the whole Salem district owe a great deal to the home men with enterprise and vision who put up the capital for the Valley Packing company, and have managed it and kept it growing and prosperous.

All this means more hogs, more corn, more cows, more poultry and more progress and prosperity generally.

There can be no over advertising of the fact that the Salem district is a good swine breeding country. The facts should be spread far and wide. The growing of a continually increasing acreage of Grimm alfalfa and Hungarian vetch and the sweet clovers here is helping. The building of a beet sugar factory here, which is coming, will wonderfully help the swine breeding industry. It will give a perennial boom; along with dairying, the poultry and bee keeping industries, and many others.

Swine breeding is one of the basic industries on the land in this section to make and keep this the most prosperous country in the wide world.

There is this much to add to what is reprinted above: The supply of local hogs has entirely caught up with the demands of the local packing company, and passed it—

Marion county has become the chief hog producing county of the valley, and Marion, Polk and Linn produce more than a third of all the hogs in western Oregon—

And our leading pure bred breeders are outstanding among the high class men in that line in all the west.

We are on our way to the high places visioned in the above lines written a year ago.

Vitality in the seed is generally considered a determining factor in production of a profitable crop. Diseases that may have but little importance in northern fields become serious, it is reported, under conditions that prevail in the south. It is by performance in the field that northern grown certified seed has won recognition. Demonstra-

tions under practical tests in many fields and in different states are reported to show increased yield of from 40 to 75 per cent and in some cases of 100 per cent from certified seed over yields from U. S. No. 1 seed. To southern growers the added cost of state certified seed over common stock of U. S. No. 1 is described as a crop insurance.

OIL-O-MATIC

WHAT IS IT?

—SEE—

THEO. M. BARR

Phone 192

Oakland Pontiac

Sales and Service

VICK BROS.

High Street at Trade

GASCADE BRAND

HAMS--- BACON--- LARD---

U. S. Inspected — Your Protection

Valley Packing Co.

SALEM OREGON

A SALEM INDUSTRY