

This Week's Slogan:

Filberts Are Our Only Major Crop With Greater Market Than Supply

COLLEGE ASSISTS THE COOPERATIVES

Program Started 18 Years Ago Has Been Adhered To With Full Faith

OREGON STATE COLLEGE, Corvallis, Nov. 2.—That the Oregon extension service is devoting major attention to marketing farm products, in accordance with a program established more than 18 years ago, was revealed when representatives of the college headed by President W. J. Kerr appeared by invitation before the directors of the Portland chamber of commerce to explain the nature and scope of the marketing leadership afforded.

The college report submitted by Paul V. Maris, director of extension, F. L. Ballard, state county agent leader, and George O. Gatin, marketing specialist, included a chronological summary of 195 specific instances of organization or other assistance rendered cooperative associations in this state since 1917.

Good, Steady Leadership
"There has been no time during the past 14 years that the extension service has not employed one or more marketing specialists devoting full time to the farmer's cooperative marketing problems," said Director Maris, "and no time during which the county agents, agricultural specialists, administrative officials and the head of the department of economics of the college have not assisted in developing cooperative marketing in Oregon."

The report revealed that there has been no important cooperative marketing development in Oregon within the last 14 years not definitely aided by the extension service. It also sets forth that Oregon possesses what is considered a model cooperative marketing law, written first in 1915 by a member of the college staff and revised in 1929 by the extension marketing specialist working through the Oregon cooperative council.

Examples cited of existing successful cooperatives initiated and assisted by the extension service are the Pacific Cooperative Poultry producers, the Pacific Cooperative Wool Growers, North Pacific Prune Exchange, and affiliated locals, Lower Columbia Dairy association, and the North Pacific Nut Growers cooperative.

TURKEY NEWS WILL HAVE RIGHT OF WAY

Turkey supplies through the country as a whole will run about 9 per cent greater than a year ago, with Oregon showing an increase of 10 per cent, latest government estimates indicate. That the later markets are likely to be stronger is indicated by reports showing that more than 50 per cent of supplies will be ready for the Thanksgiving trade.

Arrangements to supply Oregon turkey growing districts with the latest spot wire market reports have been completed by the market news section of the Oregon extension service. An added service to Douglas county growers and dealers is arranged through County Agent J. C. Leedy where reports received at the college will be relayed to Leedy, edited by him and published the same afternoon in the Roseburg News Review. Similar service will be supplied any county desiring to cooperate.

OREGON FILBERTS FIND READY SALE

OREGON STATE COLLEGE, Corvallis, November 2.—Oregon filberts are finding a ready sale such favor in eastern states that present supplies of members are insufficient to meet the orders placed with the North Pacific Nut Growers cooperative, W. H. Bentley, manager, has notified the local extension service. He has asked cooperation in getting word to independent growers that a profitable market exists for a first class supplies this year through the cooperative organization.

"Not only is the filbert market active and much stronger than it has been for the last two seasons, but our own markets are much broader than ever before," said Mr. Bentley. "We want to be able to give as nearly 100 per cent delivery as possible, as it is a great opening wedge to the sale of much greater tonnage in the future."

The association will this year make the first shipments of full size lots of filberts to the Atlantic seaboard markets.

While whole wheat may be successfully fed as the sole grain in the scratch feed for chickens, it is better to include barley, oats, or a little cracked corn, says the Oregon experiment station.

Cooperative Has Already Sold More Filberts Than Grown by All Its Members

Filberts One of the Few Crops the Production of Which Is Almost a Franchise Here, With Market Demand Exceeding Supply

(The following very encouraging matter is furnished for this annual filbert Slogan number of The Statesman by John C. Burtner, associate director of the college news service of the Oregon State Agricultural college.)
Well planned production, standardization of grades, tariff protection and unified marketing are all tides up as essential factors in the future success of Oregon's filbert industry, believe growers, dealers and specialists who have been in close touch with the rise of filbert growing to its present place of major importance in Oregon agriculture.

Filbert are one of the few crops the production of which is practical in this country and for which the market demand greatly exceeds the domestic supply. This condition has existed for many years, the deficiency being made up from European imports, mostly from Spain and other southern European countries. Fortunately for the future of the industry in this state, the quality of Oregon grown nuts is so superior to the imported sorts that most casual observation is sufficient to reveal it.

Production practices are being standardized more every year, and some of the present unsolved problems will doubtless yield to an investigation which is now being started under federal support, the work to be carried on cooperatively with the Oregon experiment station. Suitable grades have been established within recent years, which have aided materially in marketing the western crop. The chief concern at present is to develop a steady demand throughout the United States which will absorb the marked increase in production expected annually as new plantings come into bearing and older plantings produce increased yields. These markets must be educated to the point where they are willing to take the superior western nuts at a premium price above the imported nuts, as even with the present tariff protection it is possible to deliver the foreign filberts to dealers in this country at a price below that of profitable production for American growers.

Developing Home Markets
In order to develop these domestic markets more or less unified marketing program is considered necessary by those who have had experience with Oregon's filbert industry. Fortunately the state has a strong cooperative nut growers' organization, which has been a vital factor in fostering the development of the industry.

The present situation in the filbert world is closely put in a recent statement by W. H. Bentley, manager of the North Pacific Nut Growers' cooperative, made to Paul V. Maris, director of the Oregon extension service. The assistance of the extension service was sought as a means of calling attention to the present marketing situation. Mr. Bentley calls attention to the need of a unified sales policy, and points out the reasons. His statement follows, in part:
"This season we have been very fortunate in our sales, and have sold a larger tonnage of filberts than we will probably receive from our existing membership. Not only is the filbert market active and much stronger than it has been for the last two seasons, but our own markets are much broader than they have ever been before, and we are now reaching out into points as far away as New England where a very nice business can be developed for Oregon filberts in the future. We have the trade interested, and we have their orders already booked for as many filberts as we can possibly supply this season. We want to be able to give them as nearly 100 per cent delivery as we possibly can. It is a great opportunity that

"We have this year, and we want to make the most of it. For in every instance the business we can get and take care of this fall will be the opening wedge to the sale of much greater tonnage in the following years when Oregon will greatly need large outlets for the product of its many thousand acres now planted to filberts.
Have Good Quality
"We have a good quality filbert this year and our plants are all well able to pack a standard article. This work is done by grading the filberts into three sizes and by running them under a suction machine which eliminates the blanks. The grower receives a grade receipt showing exactly how his crop has graded out, and he will receive distributions of returns as fast as the proceeds of sales come into our treasury. We fully expect to have our filbert pool one hundred per cent paid off by the first of the year, and to have made substantial payments to our growers before the first of December."
"Our opening prices on filberts at which most of the crop were sold were 20 cents for large Du Chillys, 18 cents for standard Du Chillys, 15 cents for large Barcelonas, 13 1/2 cents for babies of both varieties. We have since raised the Barcelona prices to 18 cents and 16 cents per pound respectively for the large and standard grades, but have been completely off the market on all grades and varieties for the past several weeks."
The Prices Not High
"While the prices given above are not really high, they represent a good return to most growers and have been the best possible prices to obtain this season in competition with the cheap foreign filberts, which were largely sold through the summer months, delivered, duty paid, to our ports. The price is somewhat higher today on foreign filberts, but the great majority of the American wholesalers bought the bulk of their requirements at prices close to the one quoted above. Our large Barcelona will always command a premium over the large foreign filberts, while our Du Chillys are distinctly in a class by themselves and can always command a good premium over any foreign variety. The old 2 1/2 cent tariff is still in effect this year, and without an increase in the tariff it is impossible to force a much higher market on foreign filberts than the present prices."
Some Straight Cars Go
"The North Pacific Nut Growers were the first organization to make large shipments of filberts east last season, and this year we will have the pleasure of making several shipments of straight carlots of 400 bags each to Atlantic seaboard markets."
"The association has distinct filbert and walnut pools, and filbert growers receive full returns for all filberts sold in any given year's crop, less the actual cost of grading and selling the filbert. A grower can join any one of our local packing units which is nearest to his place merely by signing the association contract, which binds him for but one year at a time, and by paying the local membership fee which ranges from two to five dollars in the different units. There is no stock to buy, and all expense is deducted from final returns made to the grower in the last distribution on any given year's crop. This association expense averages around 10 per cent of the gross returns. Hence, if filberts sell for 20 cents, the net return to the grower is close to 18 cents."
"We trust that the above data will be of use to you in assisting our efforts at development this year and thereby standardizing the filbert industry."

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FRANCE AIDS IN FARM PROBLEM

Government Promises to Assist in Erection of Elevators

COULOMMIERS, France (AP)—France is to have a modern system of grain elevators. Strange as it may seem there are but few elevators in France and most of those that are modern are at the ports.
France's wheat crop is stored rather haphazardly, Jean Hennessey, minister of agriculture, told a congress of farmers here that the government would help to build enough up-to-date elevators to handle 30,000,000 bushels, a tenth of this year's harvest.

It is the lack of storage facilities to which Hennessey thinks is due much of the wide fluctuation in grain prices. Small farmers sell their wheat immediately after harvest and the market is glutted. The government has an "Agricultural Credit" fund to loan on warehouse receipts but as there aren't many warehouses, the fund is of slight use.
Wheat is sacked as soon as it is threshed. Part of the crop is stored, in the stalk, in barns and sometimes in the open, protected with a roof of straw. The loss is heavy through dampness and deterioration.

Shortage of threshing machines has much to do with this condition. To remedy this Minister Hennessey is encouraging cooperative owning of modern threshing machines.
Old-fashioned threshing, with a horse turning a machine generations old still is used in many parts of France. Now and then one sees hand threshing, the beating with flails of the grain scattered on a spot of smooth ground. Much of the hand-threshed grain is damaged by the flails.

BEEKEEPERS WILL MEET IN PENDLETON

Beekeepers from all sections of the state are preparing to "swarm" in Pendleton November 4 and 5 for the annual convention of the Oregon Beekeepers association. Most of the two days will be devoted to marketing problems and present or proposed laws, announces H. A. Scullen, secretary of the association, and state college extension specialist.

A. W. B. Ajonnes, manager of the Mountain States Honey Producers' association will be one of the main speakers, telling of the marketing plans carried out by his organization. Several commercial men are also billed to speak, including Boyd Buck, of Walla Walla; and L. J. Dane, Portland.

Two bee inspectors of Washington will be present to describe the workings of laws in that state. Possibilities of wider use of honey as a food will be explained by Agnes Kolshorn, assistant professor of home economics at Oregon State college, who has made a special study of this subject.

L. A. Scheelar, proprietor of the Scheelar Auto Wrecking company, left Friday night for Strome, Alberta, where he will visit for a month with relatives.

Full Car of Filberts Has Gone to Market, Another Being Made Up, More Going

Packing Plants of Local Cooperatives Are Busy on Filberts Now, and Walnuts Are Coming in Daily Increasing Volume

The packing of filberts from the current harvest is getting under full headway now as the four local plants of the North Pacific Nut Growers cooperative. One full car has already gone out, this one from the Dundee plant, its destination being Denver. Another full car order is being rolled to Philadelphia is being made up now. This one will be made up from the different local plants. Of course, many small orders from different points up and down the coast have been and are being filled.
But the making up of straight car lots of filberts is rather a new thing, for this year.

The North Pacific Nut Growers cooperative is a combination of the local plants at various points where there is considerable acreage in these nut trees. The locals are called by the names of the towns where they are located. The Salem Nut Growers cooperative owns its own packing plant, at Front and Hood streets. It is equipped for the grading, packing and shipping of both filberts and walnuts and chestnuts, too, for the latter line is increasing steadily.

Making Some Changes
Some changes and improvement in the Salem plant are being made. One of these is for the better grading of walnuts, to correspond with the standards of the California walnut growers cooperative association.

The grading and packing of filberts commenced at the Salem plant week ago last Thursday. Walnut grading and packing will begin this week. Already considerable tonnage of walnuts is on hand. This is of course being increased daily. Five people are employed in the plant now. The grading will be increased to 25 with the breaker delivery of the Salem plant.

The other local cooperatives are at Dundee, Lebanon, Amity, Dallas and Dilley. Grading and packing plants are operated at four points, Salem, Dundee, Lebanon and Amity. Time, of course, packing and grading will be done at all the points where they are local, and more locals will be organized. It will not be long till southern Oregon will need one, then more.

The upper valley filbert growers are taken care of by the Eugene Fruit Growers association, managed by J. O. Holt. This is a very large association of farmers. However, Mr. Holt works in harmony and cooperation with the other cooperatives in the grading and marketing of nuts.

The Oregon growers marketed last year about 125 tons of filberts, and not far from 1500 tons of walnuts. The tonnage of both filberts and walnuts may run a little lower than that this year. There are several causes given, among them the fact that there was unusually cold weather during the time the pollen was ready, just as the little red blossoms of the filbert trees were coming out. Some growers are bringing in reduced amounts of filberts—below what they brought last year. Some are delivering larger amounts. Then new members are coming—mostly new growers, whose trees are just getting into bearing. There are already about 150 of these counting filbert and walnut growers, and those who produce both.

As to filbert prices and sales, there is reliable information in the article from the college in this issue. The filbert tonnage of Oregon in 1927 was about 60.

KEMAL ADOPTS SHEPHERD BOY

President of Turkish Republic Takes 13-Year Old Dad for Son

YALOVA, Turkey (AP)—Kemalist Turkey now has a great Mustapha and a little Mustapha. With a gesture eloquent of Oriental glamor, Mustapha Kemal, president of the Turkish Republic, has adopted as his son and given his name to a 13-year old shepherd boy whom he recently talked with for a few minutes on the outskirts of this village on the Asiatic coast of the Marmora. The Ghazi and his suite driving to the model farm which the gentleman-farmer president is about to create in the environs of Yalova, stopped to ask the way of a shepherd boy stand amid his flock beside the road. The Ghazi was struck by the child's intelligent face and look of ill-health. Questioning him, Kemal learned that he was the son of poverty-stricken peasants and that he earned \$1.50 a month for tending the sheep. The Ghazi gave the boy 36 liras, equivalent of the shepherd's yearly wage and told him to come to the presidential villa the following day.

There the Ghazi disclosed his identity, in good fairy-tale style to the thunderstruck child and arranged for his immediate formal adoption. He has sent young Mustapha to a children's hospital in Constantinople to recover from under-nourishment and exposure, after which he will put the boy through school.
The boy is still too dazed to say

Filberts, A Franchise Crop.

WE have more franchise crops in the Willamette valley than are possible in any other district of the entire world. What the writer is pleased to call a franchise crop is one that may be produced exclusively with success here, or one that gives a higher average quality than in any other section, or which may be produced to better advantage or at lower cost here—

And filberts make one of our outstanding franchise crops. They can be grown commercially with success in no other section of the United States—

That is, in the Salem district, extended over the whole of the Willamette valley, and in parts of western Washington and northern California.

As told in the article in this issue from the college, it is the only one of our major crops the market for which in this country cannot be nearly supplied—

And this condition will last for many years. It will persist until our groves cover 20,000 to 50,000 acres, instead of the 2000 to 3000 acres of the present. The market will grow with our population and the ability of our people to secure a high class nut at reasonable cost.

The prices of the present year for our filberts are not high—not high enough. It is important that the Hawley tariff bill giving better protection to our filbert growers should be passed—and no doubt it will be in ample time to help our growers in 1930; and perhaps give the boom in new acreage that is needed.

The pioneers of our filbert industry have borne the brunt and the costs of experimentation. They have laid the foundations well. The paths are plainly marked. It is but for the later comers to go in and take possession of their inheritance, adding an important branch to the general nut growing industry that is bound to help much in making this the nut growing center of all the wide earth.



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