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Wide Variations in Selling Hogs

Analysis Made by Department of Agriculture of Shipments.

(Prepared by the United States Department of Agriculture.)

Costs of marketing hogs in the central corn belt show extremely wide variations in both home and terminal markets. An analysis has been made by the United States Department of Agriculture of shipments by 200 co-operative associations in 1921. It discloses such extreme differences in unit costs that averages appear of little value as representations of marketing expense. In discussing marketing costs, evidently the first requirement is to know whose cost you are talking about.

The department's study indicates, for example, that between the local expense of the association with the lowest cost and that of the association with the highest there was a spread of nearly 1,000 per cent. Cost per 1,000 pounds shipped was about 30 cents for the association with the lowest cost. For the association with the highest cost it was about \$3. It is said, however, that the local costs of the different associations covered such a diversity of functions that "management" was practically the only item common to them all.

Units of Marketing Expense.
In a general way local marketing expense is held to include the local manager's commission, assessments for sinking fund, car preparation costs, and miscellaneous expenses. Losses arising from the crippling and killing of stock in transit are usually included. Shrinkage in weight is not included, and represents a loss which falls upon the original shipper. Excluding freight, the department finds that hog marketing by co-operative associations in the central belt through commission agents in the central markets during 1921 cost about \$2.80 per thousand pounds.

About one-third of this amount was home expense, and the rest terminal market expense. It is remarked that average costs at the different terminal markets are as apt to be misleading though in a lesser degree, as average home costs for the different shipping associations. Average terminal cost for all associations and all markets, for example, was \$1.90 per 1,000 pounds. But the variation between terminal markets was from \$1.59 to \$2.23. The association with the lowest average terminal costs paid \$1.32 per 1,000 pounds, while the association with the highest paid \$2.62. These figures are averages of associations shipping to the various markets, weighted on the volume of business. The low and high figures are therefore low and high cost associations and not shipments. As the services performed at the terminals varied considerably, the spreads do not measure proportionate differences in unit costs.

Commission Costs Vary.
Thus commission costs varied from 68 cents to \$1.19 cents per 1,000 pounds. But commission is usually charged on a per car basis. Variations in commission costs are probably due principally to differences in car load weights, rather than to variations in commission charges. An association whose commission costs are high probably has been unable for various reasons to ship full car loads. Similarly, variations in yardage costs may result from variations in the size of the animals. Variations in feed costs may be due to variations in animal weights and to some extent, in the price of feed. Nevertheless, when all due allowance is made for such causes of cost variation, the difference between association costs is still marked.

Further investigations are being made by the department into the causes of this variation in shipping costs. It is indicated, by the progress so far made, that the real differences in home station expense are considerably less than the apparent differences. Diversity in accounting methods furnishes the explanation of a considerable part of the spread. Some shipping associations do not handle live stock exclusively, but are interested in numerous side lines, and elements of cost entering into the handling of the side lines have often been included in statements on the live stock end of the business. Then, too, there are cases in which expenditures for good will, such as dinners, and what might be termed development outlay, have enlarged the total. Investigators for the department are attempting a comparison of shipping costs from strictly comparable items of expense reported by the different associations. It is believed this comparison will show that variations in actual shipping efficiency, and in general business management, are not very great.

Heavier Loading Recommended.
In view of the wide differences in commission costs reported by the associations, department officials think important savings could be effected by heavier car loading. The highest cost association in 1921 had an outlay for commission charges amounting to more than twice that of the low cost association. Probably a great part of this variation was due to a difference in car load weights, rather than to differences in rates or in services performed at the various markets. It is suggested that economies effected by full loading might more than compensate for any additional loss due to overloading, and would give an added advantage in reducing unit freight costs.

Losses from crippling and killing hogs in transit, under present practices, are paid by the local shipping office and included in its marketing costs. Probably differences in losses from this cause should be considered when making comparisons of shipping costs; but the department has not been able as yet precisely to determine the factors making for variability in loss ratios. It has established, however, that loss from crippling is greater in mixed shipments than in shipments containing only hogs; that the loss is greater in winter than in summer; and that the percentage of hogs crippled is twice the percentage killed. Though seasonal variation in the number of hogs killed is not as great as in the case of hogs crippled, there is, nevertheless, an appreciable larger death loss in the spring than in other seasons, perhaps in consequence of sudden changes of temperature.

Officials of the department are pressing forward their study of the whole subject in the hope that it will throw light on the causes of strikingly wide variation in live stock marketing costs which has been shown to exist. They believe that diversity in the accounting methods and in the form of shipping associations, and differences in the amount of service received at terminal markets, account for a substantial part of the spread, but leave much of it unexplained. It is expected further investigation will reveal elements of cost which, in many cases, might be eliminated or greatly reduced, and will indicate the direction in which the best prospect of improvement is to be found for the entire live stock shipping industry.

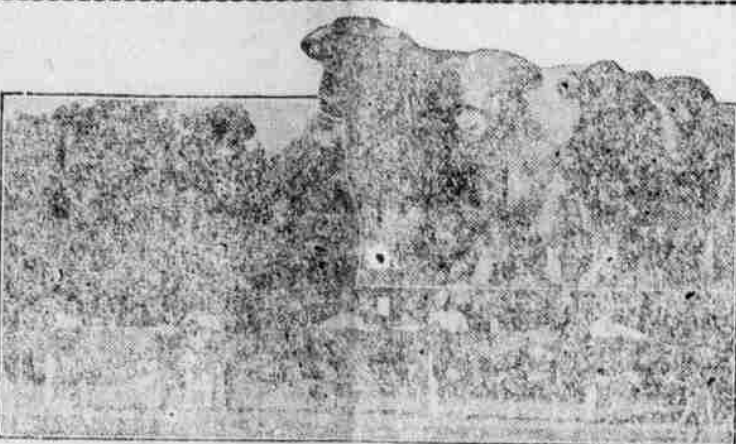
Football fans of Eastern Oregon are much interested in the coming battle between the University of Oregon and Whitman College football teams, which will meet in Pendleton at Round-Up park on Oct. 10th. Both teams seem to be of about equal calibre, and Coach "Shy" Huntington of Oregon and Coach Borkeskie of Whitman College both concede that it will be one of the best games of the season. Last year Oregon was able to defeat the Missionaries by the narrow margin of 6 to 3, and this year the sons of Marcus Whitman are determined to even up scores.

Last year this game, which is the only collegiate game to be played in Eastern Oregon this season, attracted 5,000 people to Pendleton, and the crowd this year, with good roads and special railroad fares, gives evidence of being by far the largest which ever witnessed a sporting event in this part of the country.

Couldn't Discourage Him, Bobby wanted a donkey and he had seen one in a nearby field. "What would happen if I stole that donkey?" he asked his father. "You would get six months in prison," Bobby thought a while and then said: "You wouldn't forget to feed it while I was away, would you, father?"

WANTED—Fresh eggs and chickens. French Cafe, Pendleton. au31tf

Stock Comes Far to Pacific International



The Pacific International Live Stock Exposition is held in Portland, Ore., but it is "true to name." Livestock of the best herds comes from all parts of the continent to fight out the last battle for supremacy in its show ring. Animals that win the purple ribbons at the Pacific International are as good as the best anywhere.

The lower panel of the picture shows the Thorp string of Jerseys from California. They will be at the Exposition in Portland November 3 to 10 to see if they are as good as the Jerseys of Oregon, Washington, Idaho and elsewhere. They have good Jerseys in California, but they will meet the best of the West at Portland.

The insert above shows three very typical Shorthorns that are coming to our exposition. They are owned by H. C. Lookabaugh of Oklahoma. They will help make up a wonderful string, but they will have to look their prettiest and best if they win against the other Shorthorn herds to be shown this year.

Judges, without exception, will be men of national experience, and great ability. The judging alone is worth a trip to see and hear.

There is no livestock show held anywhere in America that surpasses the one of the Pacific International. And the best of it is that it is near.

Find Silage Profitable as Feed for Baby Bees

Recent feeding tests with baby bees at the Minnesota experiment station show that silage can be profitably used in fattening baby bees. In the tests, which were conducted by W. H. Peters and N. K. Carnes, calves getting silage, plus a full feed of grain, fed more regularly and required less stalf and careful feeding than calves getting a heavy feed of grain and no silage.

The silage-fed calves gained 2.30 pounds per head per day as an average of a 100-day feeding period, while the calves fed without silage gained at the rate of 2.22 pounds per head per day. Although the calves fed without silage were valued at 10 cents per hundred pounds above those which had silage, the silage-fed calves showed a net profit of \$17.50 per head while those without silage made a profit of \$13.15 per head.

In another test barley proved practically equal to corn, pound for pound, in making gains on fattening calves. However, because of the greater cost of the barley and the smaller saving of feed made by hogs following the corn-fed calves showed a profit of \$16.15 per head, while the profit on those fed barley was but \$6.41 per head.

Pure bred beef calves, high-grade beef calves and common calves showing some traces of beef breeding made similar gains on similar amounts of feed. The difference in selling price was marked, however, the pure breeds bringing \$86.78 per head, the grades \$83.45 and the common calves only \$56.18 per head.

HE WAS AN INNOCENT S. Suspected Waiter Drew Hotel Table Plan to Aid Him in Satisfying His Boss.

In time of war it is easy to suspect every stranger who has the aspect of a foreigner of being a spy. A large part of the work of the intelligence departments consists in running down false secrets. Sir Basil Thomson, late director of the special branch at Scotland Yard, tells in his book, "Queer People," some amusing stories to illustrate that truth.

On one occasion a staid couple came down to dine at a hotel. In one of the large hotels and brought documentary evidence with them. It was a menu with a rough sketch plan in pencil made on the back. They believed it to be a plan of Kensington Gardens with the palace buildings roughly delineated by an oblong figure. They had seen the waiter in the act of drawing the plan at an unoccupied table.

I sent for him and found before me a spruce little Swiss with his hair cut so that it looked like a brush. Much astonished, he gave me a frank account of all his movements, and then I produced the plan. He gazed at it a moment and then burst out laughing.

"So this is where my plan went! Yes, monsieur, I made it, and then I lost it. You see, I am new to the hotel, and in order to satisfy the head waiter I made for myself privately a plan of the tables, and marked a cross against these I had to look after."—Youth's Companion.

NO BOON IN CHEAP MONEY

One thing that has to be given up is the idea that cheap money is always good for business. Farmers want cheap money, business men want cheap money, stock speculators want cheap money, the U. S. Treasury wants to float government loans on cheap money, socialists, anarchists and old-line greenbackers want very, very cheap money. Everybody feels that when the money rate is shoved up it is an arbitrary damper on prosperity.

But we cannot have both a low rate on money and a stable level of prices. We can have one or the other—not both together for any length of time. A low rate of money means an inflated price level. A stable price level means a fluctuating rate of discount. That is, the public must learn to look at the price level instead of the bank reserves, as their measure of expectation for a rise or fall of the value of money.

Now this fact makes me feel that a mistake is made if we do not fully explain to the public the power already exercised by the bank rate and the Federal Reserve Board and Reserve banks. Our bankers and economists see the bad use that is likely to be made of political control of banking and currency and they try to make the people believe that so intricate a question must be left to experts.

As a matter of fact our present methods encourage the very thing we wish to avoid. We let everybody believe that low rates on money are necessary for prosperity and then when bank reserves run low on account of the effects of this belief, we are suddenly compelled to jump the rates to protect the reserves. We get both a cycle of prices and a cycle of bank rates, whereas, if the public understood that the rise of bank rates should not wait until bank reserves are low, but the rates should be advanced several months ahead for the very purpose of preventing a needless prosperity with its inflated price level, then the public might be satisfied to support the administrative regulations which raise the rates at a time when there seems to be no need of doing it.—John R. Commons, University of Wisconsin.

Honors for Club Members.
The annual convention Wisconsin Bankers Association, presented diplomas to fifteen boys and five girls successfully completing four years club work, the first time any state bankers association has taken such action.

Ancient Rule Still Adhered To.
There are interesting survivals in parliament, and the tenacity with which ancient customs are guarded in the commons is evident from the fact that a passenger may not step on the floor of the house, and at times has to carry out curious forms of gymnastic exercise in order to get at a member he wants without actually stepping on forbidden ground.

FOR SALE—Majestic range. Nearly new. W. P. Trumbull, Stanfield, Oregon. 65-31p

Versatile Soy Bean Good Oat Substitute

May Yield as Much or More Than Grain Crop.

The versatile soy bean not only can substitute for hay and silage, but has also been found, when allowed to ripen, to be a good substitute for oats. While the experiments so far made may not be conclusive, the college of agriculture at Illinois is of the opinion that soy beans are likely to yield as many pounds to the acre as oats, and frequently even more. The fact that soy beans make a good substitute for oil meal in dairy rations is another reason that dairymen particularly are becoming interested in their production.

Soil which has been put in condition favorable to corn should produce a good crop of soy beans. Like other legumes, they can use a large amount of acid phosphate. Unlike many legumes, however, they are not very sensitive to our soil and will frequently grow well where clover is a failure.

If soy beans have never previously been grown, the seed should be inoculated. On clean land they may be planted solid with the grain drill at the rate of a bushel and a half of seed to the acre. The college recommends, however, sowing them in rows 28 inches apart, at the rate of 20 quarts of seed to the acre. In order to make cultivation possible.

Soy beans are usually harvested like other beans. If not allowed to get too ripe, however, they may be cut with the grain binder.

World Hog Production Shows Large Decrease

Numbers of swine in the principal producing countries of the world are estimated at 227,431,000 head by the United States Department of Agriculture, compared with 263,844,000 head for a representative prewar year. This is a decrease of 36,413,000 head or 14 per cent.

The United States shows the largest increase in production. There were 23,424,000 hogs on farms on January 1, 1923, compared with 58,933,000 hogs on farms on January 1, 1914. Smaller increases are indicated for Argentina and Canada. The number of swine in most of the European countries was less in the recent estimates than during the prewar period, the department states. Some of the countries showing decreases in numbers are France, Germany and Denmark.

Quack Grass and Thistle Difficult to Eradicate

Canada thistle and quack grass are undoubtedly two of the most difficult weeds to eradicate, once they have become well established. In fact they are difficult to handle even if they appear only in patches because of their underground rootstocks which are capable of growing and sending out new plants under the most adverse conditions. On farms where these weeds have just barely gotten a foothold, an effort should be made to get rid of them immediately, otherwise they become a menace to crop production.

Sweet Clover Valuable for Soil Improvement

Sweet clover pasture will not have to be seeded each year, provided it is not pastured too close and a few plants are allowed to develop seed. Under these conditions, the sweet clover is reseeded. It is not well, however, to let the sweet clover occupy any field too long, because it is a valuable crop for improving the soil, and we must pay attention to supplying our soils not only with nitrogen but vegetable matter.

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The Three Disgraces

AN YOU DON'T WANT TO HURT ME FRIENDS, YOU SEE WE ALL HANG TOGETHER

HEE-HEE, WHAT 'OER DOIN' WIT' DE FUNNY DORG?

NOW IF WE COULD ONLY ELIMINATE THE BIG ONE IN THE MIDDLE—

BOOZ LINGER CORRUPT POLITICIAN GRAFTER

LAW ENFORCEMENT

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