

**HALSEY ENTERPRISE**  
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By Wm. H. WHEELER

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**OUR TREASURY IS SOUND.**

Secretary Mellon has informed the president that the charges of duplication of liberty bonds have been investigated by two separate and independent investigating forces and the integrity of the treasury department has been maintained. Moreover, the 27 employees of the bureau of engraving and printing who were mysteriously suspended under the Harding administration are to be reinstated.

The United States treasury department has handled more money than any other institution in the world in the last century and a half and has been a marvel of exact honesty of the great force of employees, and it is pleasant to have the admiring confidence of the public in the integrity of the department confirmed.

Mr. Brewer's charges arose from the fact that \$15,000,000 in temporary bonds were issued and later replaced by permanent securities. But this "duplication" has been carried out without error, Mr. Mellon says, and every temporary piece of paper covered by a later permanent issue has been destroyed by the department except a small portion still outstanding.

**HIGH PRICE OF BREAD**

The People's Legislative Service, a national organization, reports that there is no good reason why the one-pound loaf of bread should not be sold for 5 cents, as it was before the war, instead of 9 cents, as now, except a combination of millers and bakers in restraint of trade, in violation of the Sherman law, which asks congress to investigate. The fact that E. Firchau of the Albany bakery, who ships more bread than any other Albany baker, has long been selling the old-time loaf at the old-time price lends plausibility to the charge, as does a comparison of the price of wheat now with its price before the war.

Bakers claim that they are giving better bread for the higher price. There isn't any better bread.

**WONDERFUL BIRD, OR A LIE.**

Recent investigation shows that a peculiar ovary disease is the cause of sex-transformation in poultry. In one particular case it was noticed that a Buff Orpington hen started to crow. At that time the bird was three and a half years old and had raised several broods of her own chicks. Later her head assumed the proportions of a rooster's, and the comb, wattles and spurs increased in size. Then the bird began to molt. Within six months it took on the plum age of a male bird and shortly thereafter the "she" was a "he." Ultimately the transformed hen became the father of chickens.

We find the foregoing in the Pathfinder, a weekly publication issued from Washington, D. C. And Washington couldn't tell a lie! The Pathfinder, on its title page, claims that it "shows the way through the jungle of events." It's in its thirty-first year. It's old enough to know the stereotyped requirements of a news item: What? who? when? where? why? how? etc., but it omits all except the first. It grieves us that the publication did not give some of this information, as, for instance, who owns the wonderful bird, so we could apply for a setting of eggs of the breed. Or where the miracle occurred—town, county, state, country or even sphere. Perhaps it was on the moon or Mars. We await particulars with bated breath, and with some trepidation, for the Pathfinder is copyrighted and we are liable to a penalty for infringe-

ment for reproducing the "he-she" chicken yarn.

William H. Wheeler, editor of the Halsey Enterprise, is also the proprietor, devil and all, and prints it, two pages at a time, on a Diamond press by hand power. Except for what straight composition is ready to go away to a linotype 3 hours before he press starts, he does all the office work, canvassing, collecting, and what job printing is afforded by the little own, which is quite loyal to its home printer in this respect. Frequently, it is a six-page paper and there are six columns to the page. Mr. Wheeler began at the printing business October 18, 1868, and his 18th birthday came the next month. He confesses that he sometimes breaks the union's 4-hour-week rule.—Oregon Exchanges.

The foregoing was true when written. Since then the linotype work is being done about six hours nearer home and a man has been found who turns the press for about half the printing of the paper.

Seventy five people took part in the organization of the company to promote a water system from Clear Lake valley towns. Halsey was represented by D. Taylor. The public will be asked to suggest names from which the title of the company will be selected. Waldo Anderson is resident of the company, Victor Oliver secretary and Frank Schramm treasurer. The two former are Albany citizens and the treasurer is Corvallis man.

We don't wonder at Professor Crossland's conclusion that proof-readers are born rather than made, but we have a real curiosity as to how some of them manage to live so long.—Eugene Register.

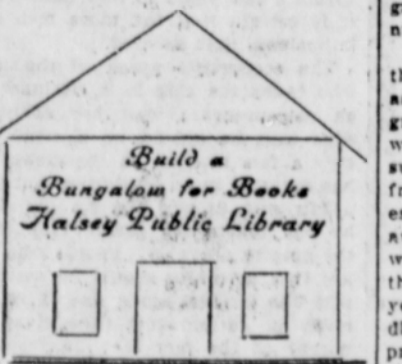
That and the longevity of the Intelligent Composer are both due to the marvelous self-restraint of editors and publishers.

Troubled waters are sometimes quieted by throwing oil on them. Won't somebody please reverse and throw a little water on the oil at Washington? Some people there want it as badly as the rich rich man wanted Abraham to put a drop on the end of his tongue.

Secretary Denby has resigned because he trusted to others and signed the Teapot Dome lease without knowing there was anything wrong about it. He didn't know it was loaded.

**A Bungalow for Books**

The Ladies' Study club meets tonight and after that we expect to see members scurrying for funds for a library building, with "Excelsior!" for their motto and bearing with them "this strange device".



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**FARM CO-OPERATIVE SELLING**

By GLENN G. HAYES

**Women Are Organizing in the Egg Business.**

IF ALL the chickens raised in the United States last year were lined up tail to tail in one continuous row they would extend around the world four times with 99,450 hens left over. If all the eggs laid by this great American flock were loaded into cars they would extend from Boston to Chicago, 163,530 cars in all.

In 1923 there were 543,000,000 chickens raised in American poultry yards. Their farm value totaled \$354,199,000. The total value of poultry products in the United States in 1922 was \$884,000,000, which exceeds by \$20,000,000 the total value of the 1922 wheat crop. And this report doesn't include chickens and eggs produced on town and city lots, with the exception of a few large commercial flocks. It is safe to say that the poultry industry is a billion-dollar business. Its owners are the wives of American farmers.

Ninety per cent of the American poultry products originates on farms which are not devoted to poultry as a specialty.

When Aaron Sapiro came over the border of California and began preaching the doctrine of co-operation, he did his talking to the men. And when they tried co-operative marketing they tried it on wheat and cotton, tobacco, dairy products—the crops they considered important. Of course there were a few commercial poultrymen scattered in the East and in the West who were making co-operative egg marketing a success, but that was a different situation; commercial poultrymen were concentrated in certain sections and their daily output was large enough to be worth considering.

**How Women Managed.**

What interests the farmer interests the farmer's wife. Naturally enough, she was interested in co-operative marketing. She watched the outcome of local ventures in co-operative live stock shipping in co-operative grain elevators. Enormous losses were being avoided by orderly marketing. It worked for every other commodity—why not poultry? There was money in the hen but not as much as there should be. By poor marketing methods the women had been cheating themselves out of half of their poultry dollar.

For fifty years the farmer's wife has bartered her eggs, a few dozen at a time, at the crossroads grocery. She took what the merchant was willing to give, not knowing the true value of what she traded nor the value of what she received in exchange. That's the farm side of the story. What did the crossroads grocer do with the eggs?

This is where the city dealer stepped in. He saw a chance for a fortune in the egg industry; so did the big packing concerns of the Middle West. These dealers and packers sent out buyers to the little towns to buy up the eggs during the surplus production season. They bought these eggs ungraded, uncandled, big and little, dirty and clean—all mixed together just as the housewife had brought them into town. They bought them cheap. In the first place the grocer paid as little as he could and he was glad to sell them for only a few cents profit. Eggs don't mean money to the grocer; they are simply a necessary nuisance of exchange.

The dealers shipped the eggs into the packing houses. They were sorted as to size and color and they were graded and candled. Part of them were sold immediately to the city consumers at special prices as strictly fresh eggs. The remainder were processed or packed in cold storage to await the winter scarcity, when they were sold at a handsome profit. So the egg business continued year after year until in 1922 the egg and poultry divisions of the packing business were producing huge profits. Dealers had turned pig money into stickpin cash.

Then the women decided to clean house in their markets. Now they are going to have their own sales department and establish their own great national co-operative marketing machine. This marks woman's first venture into the economic field of farm marketing. Through the standard type of collective selling they declare they can treble their profits as poultrywomen and at the same time sell carefully graded, standardized, guaranteed eggs at a saving of a nickel to a dime per dozen to the consumer. The American Farm Bureau federation was asked to help. The federation responded by calling a national egg-marketing conference in Chicago early last spring. Seventeen states were represented and a large percentage of the official delegates were women.

Plan is Not New. Co-operative marketing of eggs is not altogether a new venture, for commercial poultrymen have had their own marketing organizations since around 1914.

In the Petaluma valley, only a few miles from San Francisco, are located most of the commercial poultry farms of central California. Here the farmers raise chickens, not to sell hens, but

to sell eggs. Around 1908 they began to make real money. A poultry farm town was the result. Men came from the cities and the farms and bought a few acres of land and a few laying hens and set to work to make their fortune. In less than a year they had flooded the markets with eggs. The price went down to a ten-cent level.

The dealers would buy up the eggs and put them in storage, borrow money on the eggs in storage and go back and buy more eggs. The farmers dumped them in a helpless way and broke prices in that fashion, while the produce dealers dumped them consciously onto the San Francisco Produce exchange with the intention of breaking the price. The dumping in the spring dominated the price of the entire year. California poultrymen stood this state of affairs until half of them were broke. Then they got together to try their own hand at marketing. In 1916 they incorporated the Poultry Producers of Central California. One thousand producers joined the association and they started selling in January, 1917.

Every one of these 1,000 hen owners subscribed for a \$10 share of stock and signed a contract to deliver all of his eggs to the association for four years. What the association proposed to do was to grade the eggs and pool them by grades, then sell them out, one cent a dozen being deducted to cover the expenses. During the first eleven months it handled \$2,049,000 worth of eggs at a selling expense of only 2.1 per cent. The business steadily grew until in 1921 it handled 982,904 cases for its 2,436 producer members. In 1922 the producers marketed \$5,833,000 worth of eggs, of

**HALSEY STATE BANK**  
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local units. Usually the village store-keeper handles the circle's shipment and he is paid so much per dozen for his trouble. Through local units the eggs bring slightly better prices, but the producers are still helplessly in the power of the dealers. And the same dealers are in control of at least 90 per cent of our total egg production.

**Women to Pool Eggs.**  
Now the women of the West are going to pool their eggs in the California way, and they have already started to work. Local associations are being organized to assemble and grade the eggs. Next these locals will be federated into state selling agencies. The last step is the co-ordinating of the state groups into a great national egg producers' marketing association.

There are all sorts of difficulties to be overcome—man-ownership, woman-ownership, some of the eggs in one section handled in one way and some in another. But out of this confusion the packers have brought real mer-

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which 32 per cent were shipped to the East. Twenty per cent were carried in storage. Only 48 per cent were sold at once.

It took a long time to build the organization for the business of selling. The flocks had to be standardized. The work had to be completely reorganized. Certain men who were hatching specialists were put in charge to hatch all the chicks, and the rest of the members ran their flocks without roosters. The eggs were carefully graded and fed out to the market in an orderly fashion, the surplus being processed and packed away in cold storage for the shortage season. Under the old system the bulk of these eggs were dumped in the spring on the San Francisco market.

**Big Pacific Coast Business.**  
Portland poultry producers had for years been receiving the lowest price on the Pacific coast. In 1919 they adopted a co-operative marketing plan similar to the one used in the Petaluma district. They formed the Pacific Co-operative Poultry Producers' organization. Today Portland prices are equal to the highest. The association markets the eggs of 300,000 hens, half of the production of Oregon, Idaho, and Washington.

Three other groups of Pacific coast poultrymen have started their own marketing organization, all built on the same plan. Now the five Pacific coast groups have joined forces to work under one great overhead sales agency—the Pacific Coast Egg Producers. Each group sells its own eggs in its own particular section, but all the eggs to be shipped out are pooled and handled from one office.

Along the eastern coast more than 400 New Jersey poultrymen got together in August of 1921 and formed the New Jersey Co-operative Poultry Producers' association, which has only recently been extended to include producers of all the Atlantic coast states. This organization is another model of the Petaluma group.

Commercial poultrymen are making their markets pay a just return. But they can never have complete control over the egg market until the hundreds of farm flocks of the Middle West are laying co-operative eggs. The huge production of the Middle Western states is in the hands of the packers; their control of the surplus is strong enough that they can break any market.

chancing methods. Out of this same chaos the women believe that they can bring order. The farmer's wife has taken a tip from the packers; she is through trading \$2 worth of eggs for 50 cents' worth of canned goods.

**Birds Inherit and Learn Calls.**  
Birds inherit calls they utter when in the nest, but in many instances learn the notes of the birds within sound of whose voices they have been reared.

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