

State Market Agent Department C. E. Sresca, Market Agent

The plain purpose of co-operation is to control marketing in the interest of the producer or consumer. Producers co-operate to obtain higher prices, consumers to get lower prices. It would seem that the two movements would conflict, yet on the contrary, through efficient organizations and management, both classes may be benefitted, thus eliminating the needless expenses, profits and waste between the producer and consumer and dividing them between the two classes.

To illustrate: Apple growers state that the wholesale price they receive is below what it cost them to grow the fruit, but at the same time single apples on Fourth street in Portland, retailed for five cents each. A Gresham gardner reports that he received from 12 to 15 per dozen for corn, which the Portland restaurants resell it from 15 to 25 cents per ear. Some weeks ago the Yakima Valley News stated that new potatoes were retailing for 10 cents per pound, or \$200 per ton, and the price the farmers got was three cents per pound, or \$60 per ton. A Portland business man, who has a home on the River road, five miles out of Portland, has hundreds of sacks of apples that he gives to those who will come after them, but for which he cannot get enough on the Portland markets to pay the expense of picking, grading and sacking.

Too many profits were added to these products, and to nearly all farm products. They go through too many hands. There is far too much distriduting machinery, too many classes of markets and profits in between.

Distributing of farm products is almost entirely in the hands of the dealers and brokers.

The growers has nothing to say as to the price. The middle interest fix both the buying and selling price and both producers and consumers must take it and pay it.

The producer realizes that he must market his own products and obtain a higher price or go out of business. He knows that the middle interests are getting the profits that should be his. He knows that he must get a part of these middle profits or he must quit producing. Hence commodity organizations are rapidly forming in many states with the purpose of controlling the bulk of the crop and so distributing and marketing it that a living profit price may be obtained.

Consumers could greatly help to reduce distributing expenses and get farm products at lower prices if they were as much concerned in the retail price as the grower is in his price. Consumers, retailers and producers' organizations co-operating could shorten the long route; eliminate middle speculation and greatly reduce the between expenses.

The success or failure of Oregon's organizations will depend almost entirely on management. This is the most important part of co-operation. It must be in competent hands. It must be business from start to finish. Friendships, favors, jobs must have no part in the organization. It must be handled as successful private organizations are managed. Nearly every co-operative failure in Oregon can be traced to poor management. Men who know marketing, standardizing grading, distribution must have charge; men who know how to hold down expenses, to reduce waste, to handle men. Experts in these lines must be found. Growers' organizations seldom succeed in successfully marketing their products.

When co-operative associations are founded on these safe principles, and are backed by growers' contracts to the extent of 75 per cent of the product grown, then will the farmers be able to tell the buyers what the price shall be.

DAIRY POINTS

Essentials for Caring for Milk in Hot Season

During the winter months it is comparatively easy to handle milk so it will keep sweet. In the summer months comes the real test. You cannot handle milk and cream successfully during the summer without having some means of cooling it quickly and keeping it at a low temperature. The use of a tank is the most satisfactory means which can be employed. The pump should be kept going so that fresh water direct from the well is flowing through this cooling tank. On many farms where such a tank is used all the water going to the various stock tanks is first pumped into the cooling tank, the overflow water going to the stock. Keeping milk sweet is almost entirely a matter of cleanliness and temperature regulation.

You cannot call yourself a successful dairyman until you have learned how to produce clean milk. Milk is a human food and should be treated as such. Dirty milk always sours more quickly than clean milk and quite often has other bad flavors. These bad flavors and the souring are caused by bacteria, which are tiny organisms too small to be seen with the naked eye. They are everywhere present and every particle of dirt has upon it large numbers of these tiny organisms. Most of the bacteria which get into the milk come from dirt on the cow, which falls in the pail while you are milking. These organisms also get into the milk from the utensils, such as cans, pails, strainers, coolers and separators which have not been properly cleaned and sterilized before using.

The bacteria reach their greatest activity and multiply most rapidly when the temperature of the milk is high. They increase very slowly at lower temperatures and for this reason milk should be cooled as quickly as possible and kept at least as low in temperature as water fresh from the well. Milk would never sour if it were possible to keep all the bacteria out of it, but some of these organisms get in in spite of our efforts to keep them out, and the only thing we can do is to keep them from increasing rapidly in numbers.

Briefly, then, the essentials in caring for milk in the summer are to milk in as cleanly a manner as possible, wiping the flank and udder of the cow with a moist cloth before milking, or even washing if these parts are very dirty, careful cleansing and scalding of utensils, protecting the milk from flies and dirt after it has been drawn and finally cooling it as quickly as possible and holding it at a low temperature. It may be possible to get along without a milk house or milk room but the best results in keeping milk or cream in the proper condition will come from having a room planned for the purpose of handling it in the best manner possible and the cooling tank is perhaps one of the most essential features of the milk room.

Causes and Control of White Scours in Calves

White scours is sometimes a sign of severe loss in very young calves. While usually considered as an acute contagious disease of calves, it frequently occurs as a chronic condition which may be fatal to the calf but which retards its growth and development markedly.

Veterinarians at Cornell university regard an acid condition of the droppings of the calf as an important symptom of this disease. The acidity results from bacteria which are usually introduced through the milk fed to the calf. The acid prevents the digestion of the casein of the milk, thus producing the whitish appearance of the droppings, which is characteristic of the disease. The navel of the newborn calf is also a frequent source of infection.

At Cornell the preventative measures taken for this disease include bathing the navel with an antiseptic and applying a drying powder to close up the opening as soon as possible. The amount and temperature of the milk fed the calf is carefully regulated and great care used to feed under the most sanitary conditions.

Control methods employ the use of barley water, made by adding boiling hot water to finely ground barley and allowing it to stand until nearly cool. In severe cases the milk is replaced altogether by barley water for a temporary period. Usually, however, equal parts of barley water may be used with whole milk. The principal use of the barley water is to soothe the inflamed membranes of the intestines.

The acidity is corrected by using a solution of one ounce of bicarbonate of soda and two drams of aromatics in a pint of water. This is given once daily and has proved very effective. It can be given to the calf by means of a funnel and rubber tube.

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