

### Third Party Grading Discussion Points Up Development, Benefits

CORVALLIS — A panel discussion on "Third Party Grading," that is the grading of a farm commodity by a disinterested third party, usually a federal or state agency, highlighted the Friday meeting of the joint small fruits and vegetable sections of the Oregon Horticultural Society.

Moderating the panel was Roland Groder, Oregon State University extension fruit and vegetable marketing specialist.

The Federal-State Inspection Service, commonly known as "third party grading," was established in Oregon in 1923 under a cooperative agreement between the state of Oregon and U.S. Department of Agriculture. Fees charged make the program self-supporting, explained M. D. Murphy, Salem, federal supervisor.

Two Methods  
The inspection service operates under two different methods. One is for the inspection and certification of fruits and/or vegetables for the fresh market. The second is to establish grades on products for processing, usually referred to as "third party grading."

Murphy explained that in processing plants, work is confined to establishing grades or percentages on produce as it is delivered by the grower. Grades are interpreted either on processor specifications or federal grades.

If canner specifications are used, these must be in writing and posted in the inspection area. Any changes during the season must also be posted.

"An inspector is in about the same position as a baseball umpire. He may not be the most popular man on the field, but he must be right. Third party inspection is an assurance that an impartial inspector will be establishing grade," Murphy stated.

Third party grading as a selling aid, as a pricing guide and as a bargaining aid was discussed by Howard Fujii, Salem, commodities and farm labor director for the Oregon Farm Bureau Federation. However, Fujii spoke for himself and not as a spokesman for the federation.

The inspection certificate is the seller's proof of grade and condition at the shipping point, Fujii pointed out. He views the inspection certificate as a "very necessary tool" in selling fresh fruits and other produce for out of state markets.

Grade standards and inspection is being used as a basis for pricing in the relatively new potato processing industry, he noted. The price schedule is based on the percentage of U.S. "Ones" and many of the contracts provide for state inspection to determine grade as the basis for payment.

Improvement of quality is part of the key for increased price in bargaining or market negotiation for contract terms and conditions, he continued. Eliminating the "junk" and pricing on specific grade standards will improve farmers' income, Fujii believes, but this can be enforced on an industry-wide basis only by uniform inspection procedures.

Benefits All  
"Handlers of our farm products should not be afraid of competition if everyone plays the game by the same rules. Uniform grades, prices or contract will benefit the farmers, handlers and consumers," he declared.

Walter Collette, Salem, executive secretary, Oregon-Washington Vegetable and Fruit Growers Association, confined his opening remarks to green fruit grading variations evident in the canning crop industry and its effect on producers' income as well as on the quality of the finished product.

Cecil R. Tulley, Portland, executive vice president, Northwest Cannery and Freezers Association, pointed out that a set of standards, agreed to by both buyer and seller, is the basis for determining the grade or grades of a farm commodity.

These standards may be set by the USDA or may be developed by a group of handlers or by the buyer and seller alone and applicable only to their contract. The decision to use or not use an industry standard is always at the option of the buyer and is completely voluntary, he explained.

The purpose of grading, he continued, is to provide a standard measure of quality and therefore a measure of value. In his opinion, "there is no satisfactory substitute for uniform grading or a raw agricultural product for processing, for either the grower or the processor," Tulley stated.

Although there seems to be little argument that uniform grades are necessary to the

stable marketing of perishable raw agricultural commodities, there the agreement ends, Tulley said.

He noted that "there are those who stoutly maintain that the only satisfactory way to insure uniform application of grade standards is through a program of mandatory third party grading; that voluntary third party grading does not insure that all sales will be graded in accordance with accepted standards, and that the competitive pressures which exert themselves when a product is graded by a representative of the buyer are likely to cause a breakdown in the whole system of uniform grades."

Opposite Views  
Tulley continued that opposed to this view "are the individuals who contend that mandatory grading, particularly as applied to a fruit crop, may introduce a degree of inflexibility into the system which may not be to the

best interests of either the buyer or the seller."

Another objection raised is that of availability of qualified inspectors, particularly in view of the seasonal work in widely scattered locations, he added.

A related objection often heard is the cost of such a program, he pointed out, as most processors contend they would still have to have a force of fieldmen to perform buying and receiving functions which would further enhance the cost of the raw product.

"Unless such added costs were recovered from the grower, they would create an added burden upon the processor in competing for a market for his products," Tulley declared.

"In the long run, the problem resolves itself around the question of contractual honesty and fair dealing. Integrity in business dealings is essential to continued satisfactory seller-buyer relationships," he stated.

### Crater Student Wins Scholarship

Ron Stith, 4816 North Pacific Highway, Central Point, Crater FFA member, will be honored at the 42nd annual convention of the Agricultural Cooperative Council of Oregon to be held in Portland today.

He was the winner of a summer scholarship to the American Institute of Cooperation in Lincoln, Neb., last August for his high score in the 1963 "Co-op Quiz Contest" series sponsored by the Council on which he topped contestants in the Rogue-Umpqua and Upper Willamette sections of the state. His Angus steer and a barley crop were his Future Farmers of America projects. His vocational education instructor is Darrell Shepherd, of Central Point's Crater High School.

The progress of Oregon farmer cooperatives during 1963 will come into the spotlight in the Regal Room of Portland's Multnomah Hotel at 9 a.m. Tuesday, Dec. 3, according to President R. H. (Dick) Wilcox of the Agricultural Cooperative Council of Oregon and manager of the Gresham Cooperative.

"The Case for Cooperative Consolidation" will be the subject of an address by Dr. Burton Wood, head of the department of agricultural economics at Oregon State University.

"Directors as Effective Decision Makers" is the topic to be covered by a special panel organized by Council Secretary Lee Garoian and Arnold Hasely,

associated with Dr. Garoian on the OSU extension staff.

Youth Program  
The youth education program of the Council scored new advances in 1963 under the state chairmanship of Bruce B. Strachan of Portland, stated President Wilcox. Some 48 chapters of the Future Farmers of America throughout Oregon entered the 1963 Co-op Quiz Contest series sponsored by the Council with the five sectional winners in the state receiving expense-paid summer scholarships to the American Institute of Cooperation held in Lincoln, Neb., last August.

State FFA President Pat Neal of Medford accompanied the Oregon youth delegation to the AIC which included Doug Young, Enterprise; Ron Stith, Central Point; Roger Thompson, The Dalles; Frank Rutschman, Dayton, and Gary Johnston, Vernonia. Vo-Ag instructors Darrell Shepherd of Central Point and Welcome Rumbaugh of Vernonia represented the Oregon Vocational Agriculture Teachers' Association and served the group as advisor-counselors.

The coming meeting is the 42nd annual convention of the state Council, President Wilcox stated. It will be preceded on Monday, Dec. 2, by the Oregon Chapter meeting of the National Society of Accountants for Cooperatives, also to be held in the Regal Room of the Multnomah Hotel.

Scale Control  
Spray Required  
Any block of pears where scale was observed on the fruit at harvest time should be given a special spray for scale control according to Dr. Peter Westgard, Entomologist, Southern Oregon Experiment station and C. B. Cordy, Jackson county extension agent.

Apply this spray any time between now and Feb. 20. Apply during a quiet and warm sunny period of weather. Do not spray until temperatures reach 45 degrees Fahrenheit.

They recommend the use of a minimum of 400 gallons per acre and use 2 1/2 gallons of dormant oil emulsion plus either 3 gallons liquid lime sulfur or 4 1/2 pounds of polysulphide per 100 gallons.

Air blast sprayers, as generally used, have not given good scale control in tree tops. A hand gun application applied from a tower would be preferred for scale in tree tops, they noted.

FEEDING BOXES  
Plans for salt feeding boxes for dairy cows are available at most county agents' offices.

DEFICIENCIES  
Iodine deficiencies, generally associated with the northern states, are also troublesome and costly to sheep raisers in Colorado, Utah and Nevada. Feeding trace mineralized salt will correct this and other lacks in their diet.

SALT FAMINE  
It was salt famine, many maintain, that drove the Romans to try to conquer the salt-rich lands of Palestine.

### ASC Committee Election Planned

The Jackson County Agricultural Stabilization and Conservation Committee for next year will be elected by farmer-chosen delegates to a county convention Dec. 6, 1963, at 10 a.m., at the A.S.C. office on the third floor of the Jackson County Court House annex, according to Albert Straus, chairman, ASC County Committee.

The convention will be open to the public, and any person interested in observing the voting procedure may attend. However, only farmer-delegates to the convention may participate in the election process.

A qualified candidate for the ASC county committee is one who is a resident eligible to vote in the county, and who meets other eligibility requirements. The Chairman noted that it is desirable that a member of the county committee be representative of the type and kind of farming in the county. Other details as to qualifications of candidates are available in the ASCS county office.

Straus urged all ASC farmer-delegates to be sure to attend the county convention. These farmers were chosen as convention delegates at the recent ASC community committee elections throughout the county.

### OSU Studies Point Way to Pastures For Better Production and Profit

CORVALLIS — Research by two Oregon State University agricultural scientists has shown how to establish a stand of subclover for less than \$20 an acre, and opened up the possibility of making profitable pasture land out of more than a million acres of undeveloped hill land and depleted cropland in Western Oregon.

Dr. William McGuire, OSU agronomist, and Dr. Murray Dawson, soil scientist, report yields of up to three tons dry subclover forage per acre the first season after establishing the stand. This is a high quality feed that could produce some 400 pounds of meat per acre if fed before drying on the ground.

Mixing the seed with lime and superphosphate before planting is the key to cutting the cost of establishing subclover. Surrounding the seed with the fertilizer and lime mixture as it is planted sets up ideal growing conditions, without the expense involved in liming and fertilizing the entire plow layer.

100 Per Cent Stands  
Using this method, McGuire and Dawson succeeded in establishing 100 per cent stands in almost all of the trials, when seed was also inoculated with effective strains of rhizobia bacteria. Trials were conducted at 10 locations throughout Western Oregon.

The lime-superphosphate mixture changes soil acidity around the seed so that rhizobia bacteria multiply rapidly and enter the seedling roots. This takes three to four weeks for subclover. The rhizobia bacteria must be present for the subclover plant to manufacture its own nitrogen, which is essential for plant growth.

It takes about 200 pounds of lime and 200 pounds of 20 per cent superphosphate per acre to plant with the seed. Lime is added to the superphosphate about 10 days before seeding, so the mixture will be chemically neutral when it is added to the inoculated subclover seed.

If a soil test shows less than 15 pounds of phosphate per acre, it may be necessary to double the amount of the mixture used; that is, 400 pounds each of the lime and superphosphate per acre. In fact the phosphate soil test value is a reliable index to use in determining the pounds of lime and superphosphate mixture to apply.

McGuire and Dawson tried several other methods of establishing subclover, including pelleting the seeds with three to four pounds of lime per acre, with band application of phosphate at seeding time.

The pelleted seed treatment was only partly successful. Typical results show that it takes two to three years for stands planted with pelleted seed to produce as much forage as the lime-superphosphate treatment yielded the first year.

Major objective of the tests was to find a means of keeping the cost of establishing subclover below \$20 an acre, and still get a good stand. The lime-superphosphate treatment costs about \$6.50 to \$10 per acre, depending on the amount of phosphate used. Additional costs include the cost of the seed, seed bed preparation, and seeding.

### Extra Care Saves Runt Pig Problem

CORVALLIS — A little extra care can save those weak or undersized newborn pigs — the ones that usually die. And raising these "runts" can mean more profit for the swine producer, according to Dr. D. C. England, animal scientist at the Oregon State University Agricultural Experiment Station.

Research conducted by Dr. England points to chilling and difficulty in getting enough food as the main reason for early death of runt pigs. Using covered brooders with heat lamps, and supplementing runt pigs with a sow milk replacer (or cow's milk with a whole egg mixed in each quart) made it possible to raise 91 per cent of the "runts" in OSU experiments.

Normal survival rate without this extra care is about 32 per cent for the runt pigs and 82 per cent for normal size pigs.

England points out that it takes about the same amount of feed and labor from the time the sow is bred until the pigs are weaned, whether six pigs or 12 are farrowed and raised.

It takes about six pigs to pay all the costs charged to the sow. On this basis, one sow that raises 12 pigs is just as profitable as three sows that raise eight pigs each.

They recommend the use of a minimum of 400 gallons per acre and use 2 1/2 gallons of dormant oil emulsion plus either 3 gallons liquid lime sulfur or 4 1/2 pounds of polysulphide per 100 gallons.

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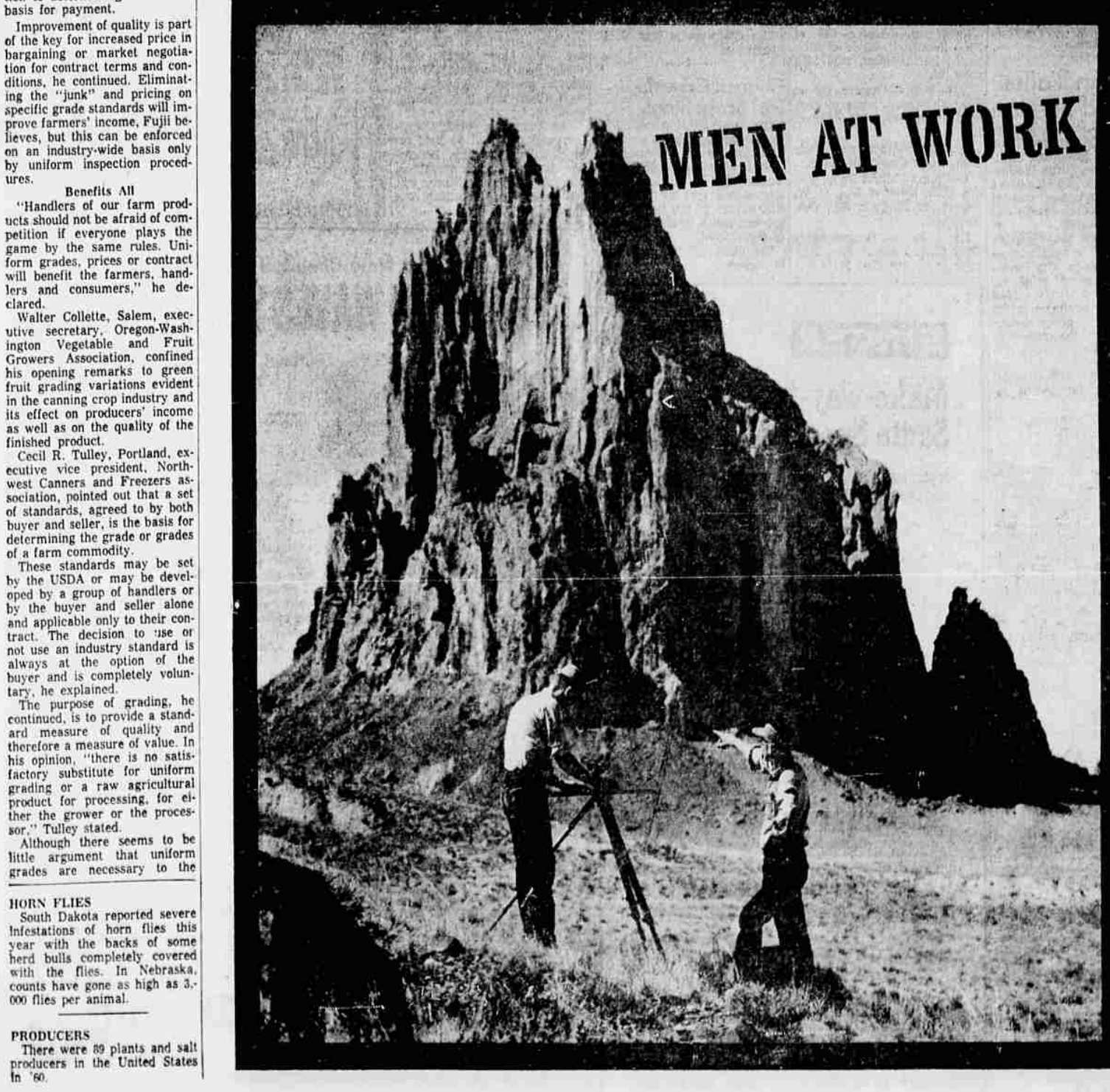
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ENERGY FOR THE WEST

**HORN FLIES**  
South Dakota reported severe infestations of horn flies this year with the backs of some herd bulls completely covered with the flies. In Nebraska, counts have gone as high as 3,000 flies per animal.

**PRODUCERS**  
There were 89 plants and salt producers in the United States in '60.