

PART VII

Farm Marketing and Level of Living

Location for Marketing

Klickitat County is located on primary cross-state and transcontinental routes of rail, vehicular and waterborne transportation. It is centrally located also in the general Pacific Northwest trade region within competitive distance of major population centers such as Portland, southern Puget Sound, tri-cities, Yakima Valley and Spokane. In general, Klickitat County farm products, both perishable and semi-perishable, must be moved to regional or distant terminals and processing centers. Local population is relatively small and production of grain, livestock and fruit far exceeds local consumer needs.

Because of its proximity to the greater Portland metropolitan area and to Yakima Valley, most of its major commercial commodities are moved to these areas for terminal wholesaling and processing. Central Klickitat County is within 90 miles of Portland by rail and highway and its river ports are within 60 to 80 miles of the ports of Vancouver and Portland by means of water transportation.

Transportation Facilities

Transportation facilities are modern and include truck, rail and river vessels and barges. Franchised and licensed truck carriers and agricultural exempt carriers are available for freighting of grain, fruit and livestock. Trucks and improved highways have lessened distance and time in reaching major markets. Shippers and haulers use U.S. Highway 30 on the south bank in Oregon for rapid hauling to Vancouver and Portland. Bridges at The Dalles and at White Salmon enable truckers to haul into Oregon. U.S. Highway 97 through Satus Pass is used heavily for shipping from Klickitat County into the upper Yakima Valley. State highway 830 can be used to reach markets at Kennewick, Pasco and Walla Walla. Reports of the Washington State Council for Highway Research show that Klickitat County has 1,117 miles of roads suitable for use in agricultural marketing. The road net includes 142 miles of primary surfaced roads, 525 miles of feeder graveled roads usable all year and 511 miles of drained and dirt roads capable of seasonal use for trucks. In recent years there has been a trend toward more truck hauling of major commodities such as wheat, fruit, livestock, hay and forest products.

Rail service for regional and national marketing is provided by Spokane, Portland and Seattle Railway. Its cross-state mainline passes through all the Columbia River towns of Klickitat County with spurs to grain and fruit warehouses. Grain for terminals at Vancouver, Longview and Portland as well as Spokane is hauled over this line. Fruit shipments of western Klickitat County are carried over this railway. Some crops are also shipped over the Union Pacific Railway mainline which follows the south shore of the Columbia River in Oregon, providing service to Portland and to the east.

Water transportation on the Columbia River has been improved by locks near Bonneville Dam. Barge service for wheat, forest products and other bulky shipments is available at landings along the River. Service is provided by

Columbia-Snake River Towing Company, Upper Columbia River Towing Company and Inland Navigation Company. Klickitat County wheat made up part of the 70,000 tons of wheat barged down the Columbia River during 1957.

Income: Value of Products Sold

Census of Agriculture data on the value of farm products sold show that gross farm income has been trending upward in recent years. All Klickitat County farms marketed \$7,597,620 worth of agricultural products in 1954, compared with \$5,583,000 in 1949. Returns to farmers for wheat, barley, fruit and livestock increased 26 percent since 1949. Klickitat County's average farm family income is above state and national averages. Total value of marketed farm products ranks twenty-third among Washington counties. Led by wheat and livestock, the county has a varied list of commodities. Farm income is diversified, but about one-third is based on sale of wheat.

Sales of farm products and farm incomes vary by different types and sizes of farms. Over two-thirds of the county's 762 farms are classified as commercial farms selling over \$250 worth of products per year. In 1954 there were 60 farms that sold over \$25,000 worth of products. The largest group of commercial farms were those whose sales were from \$10,000 to \$25,000 for the year. About one-half of Klickitat's commercial farms received over \$10,000 annually for marketed products. Low income farms that sell less than \$2,500 worth of products numbered 187 or about one-fourth of all farms. Over two-thirds of all farms made sales in excess of \$5,000 during the Census year of

Total Value of all Farm Products Sold, 1954: \$7,597,620

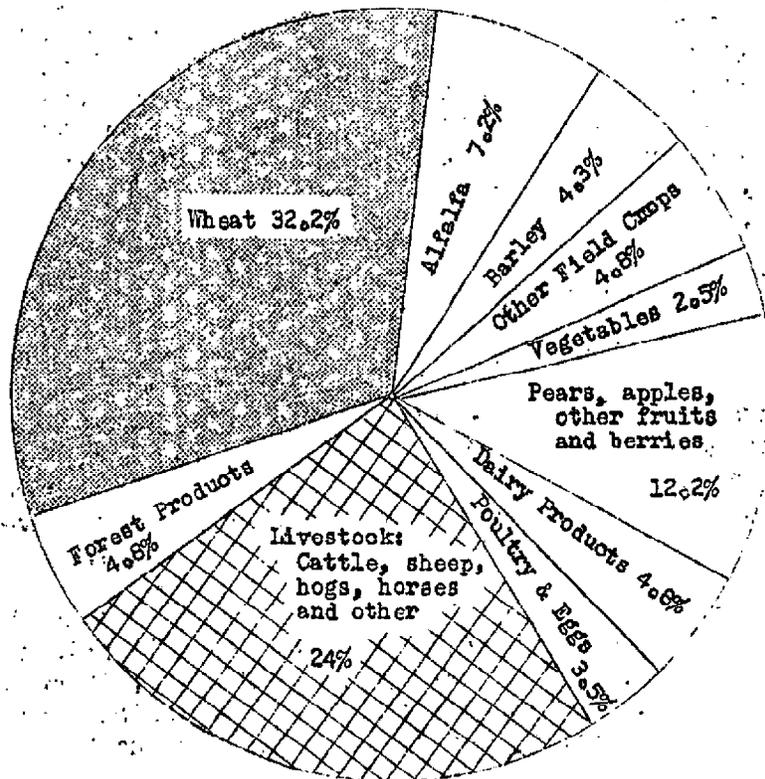


Figure 12.- Sources of Cash Income, Klickitat County Farms, 1954.

Source: U.S. Census, Agriculture

1954. Large scale wheat ranching and some major livestock and fruit farms contribute to the general pattern of high farm income.

Marketing Grain Crops - Wheat, Barley and Other Grains

Wheat is the leading commodity. Hauling, storing and transshipment of this grain involves use of major marketing facilities. In 1954 there were 215 farms selling approximately 1,231,000 bushels for a total of \$2,462,000. Most wheat is delivered to elevators and then transshipped to terminal markets and storages on the lower Columbia River at Vancouver, Portland and Longview. Within Klickitat County there is a wheat and other grain storage capacity of 1,922,000 bushels. ^{1/} Shipping points and their capacities for storing grain are Alderdale (850,000 bushels), Goldendale (500,000), Roosevelt (382,000) and Centerville (190,000). Most wheat is shipped out over the Spokane, Portland and Seattle Railway. In recent years, an increasing volume has been shipped to tidewater granaries at Vancouver and Portland by truck.

Barley is marketed in a pattern similar to wheat. In 1954 about 278,000 bushels were sold by 200 farmers for a total return of \$325,000. Rye and oats were minor market grains traded locally. About 52,000 bushels of oats valued at \$47,000 were sold by 100 growers. Feed mills in Klickitat and Benton Counties were an important outlet for barley and oats.

Alfalfa Hay

Commercial alfalfa growers, particularly in the upper Klickitat Valley surrounding Goldendale, market a significant volume of alfalfa by truck over a wide area of western Washington. Goldendale baled alfalfa is sold to dairy-men in western Washington through hay dealers, trucker-dealers and in direct sales. Feed mills and beef cattle feeding yards in central Washington are also buyers. Alfalfa from Klickitat Valley has a wide reputation for feeding quality. The Goldendale Hay Growers' Association guides the marketing of much of the area's commercial hay. The Census of 1954 indicates that 210 farms sold nearly 27,000 tons of alfalfa in 1954. Market value for that year was about \$540,000.

Marketing Fruit - Pears, Apples and Berries

Klickitat County fruit growers sold crops valued at over \$926,000 for fresh markets and processing in 1954. There are over 80 commercial and non-commercial growers. Their major shipments are pears--both Bartlett and winter pears--from assembly points in the White Salmon and Bingen district. Fresh market pears have a wide western market. Apples are a secondary fruit crop. They are shipped from Bingen and some are trucked to Hood River Valley, Oregon for assembly with fruit from this valley for regional distribution.

According to U. S. Department of Agriculture, Fruit and Vegetable Division Shipping Reports there were 239 rail carloads of fruit shipped from White Salmon and Bingen in 1956. There were 178 cars of pears, 59 of apples and 2 of mixed deciduous fruit. Bingen and White Salmon comprised the third most important pear shipping point in the state in 1956, being behind Yakima and Wenatchee.

^{1/} Washington State Department of Agriculture. Public Grain Warehouses Licensed 1957-1958. Mimeographed, Olympia, Washington, 1958.

Although not reported or estimated, western Klickitat County markets several carload equivalents of peaches, cherries, apricots and grapes and strawberries. These lesser fruits are marketed within the local area and down the Columbia River highways by truck to produce wholesalers and processors.

Table 27.- Crops Marketed From Klickitat County, 1954

Type of Crop Sold	Amount Received By Farmers (Dollars)	Percent All Crops Sold
Field Crops (wheat, barley, oats, dry peas, hay, silage, grass seeds, sugar beets, potatoes, etc.)	\$3,663,479	76.4
Fruits and Berries (pears, apples, peaches, cherries, apricots, grapes, strawberries, etc.)	926,361	19.0
Vegetables (sweet corn, snap beans, carrots, tomatoes, lettuce, cucumbers, cabbage, etc.)	<u>187,098</u>	<u>3.6</u>
Total amount received by farmers for cash crops	\$4,776,938	100.0

Source: U. S. Census, Agriculture

Marketing Commercial Vegetables

There were 22 commercial vegetable growers according to the Census of 1954. They sold locally and shipped about \$190,000 worth of fresh market and processing crops. Tomatoes, lettuce, snap beans and cabbage are trucked to produce wholesalers in lower Columbia River cities and to some processors in the Portland-Vancouver area and the Yakima Valley. White Salmon and Lower Klickitat Valleys are areas where vegetables mature earlier than to the north in Washington, giving some advantage for growers in early markets. Good facilities for truck and rail shipment of perishable vegetables are another advantage to reach fresh markets and processing plants within a radius of 75 miles.

Marketing Cattle, Hogs and Sheep

Sales of live animals for slaughter and for stockers and feeders totaled over \$2,453,000 in 1954 and made up about 24 percent of the county's farm economy. Cattle and calves were the major items, bringing in more than \$1,415,000 in the Census year of 1954. Sheep were second with a sale volume of over \$273,000 per year. Hogs, horses and mules were marketed in minor volumes being under \$100,000 per year.

Livestock marketing has several patterns that may vary from year to year. In recent years more livestockmen have been hauling their own stock to terminal and community auction yards. There is less selling direct off farms to country buyers of meat packing firms. There is an occasional large shipment by rail to terminal markets in Portland. Producers use the following licensed community auction yards as points of sale: Vancouver, Sunnyside, Toppenish and

Wapato. Slaughter houses and custom meat packing plants in the Yakima Valley, the Vancouver-Portland area and one at Goldendale are important outlets for slaughter beef stock, lambs, hogs and dairy cull stock.

Wool is an important animal product. In recent years 45 to 75 sheep producers have participated in the U. S. Department of Agriculture Shorn Wool Payments Program. In 1955 there were 129,260 pounds of wool with a market value of \$58,000 sold under this plan from Klickitat County, ranking seventh in the state. Wool was marketed through Portland, Oregon.

Marketing Dairy Products

About 65 commercial dairy farms marketed milk and cream in Klickitat County in the 1954 Census year. Most marketings fulfill local demand by fluid milk distributors and dairy plants. There is some excess fluid milk available for distribution in the general Columbia Gorge districts of Washington and Oregon and the Yakima Valley. The bulk of dairy farm production in western Klickitat County from the White Salmon and Klickitat Valleys is handled by two dairies in Goldendale and one in White Salmon. A dairy plant in Goldendale processes ice cream and butter. Census enumerations showed that milk and cream sales to dairy plants off farms exceeded \$363,000 in 1954, making up nearly 5 percent of all farm marketings.

Table 28.- Livestock and Livestock Products Marketed
Klickitat County, 1954

Class of Livestock Products Sold	Quantity Marketed	Amount Received By Farmers
<u>Dairy Products</u>		
Whole milk-----	7,801,211 lbs.	\$ 329,070
Butterfat-----	63,481 lbs.	34,393
Total all dairy products		\$ 363,463
<u>Poultry and poultry products</u>		
Chickens-----	36,497 birds	\$ 27,007
Eggs-----	301,916 dozen	117,212
Turkeys, ducks, geese-----		121,439
Total all poultry and products		\$ 265,658
<u>Animals sold alive</u>		
Cattle-----	7,073 head	\$ 904,022
Calves-----	8,481 head	513,407
Hogs and pigs-----	2,593 head	80,096
Sheep and lambs-----	18,175 head	273,197
Horses and mules-----	49 head	2,898
Total all animals sold alive--		\$1,773,620
<u>Other livestock and livestock products sold</u>		
		\$ 50,047
Total amount received for livestock and livestock products-----		\$2,453,177

Source: U. S. Census, Agriculture

Marketing Poultry and Eggs

Over 250 farms reported marketing poultry or eggs in the Census of 1954 with marketings totaling over \$265,000. Eggs were sold for local consumption and to packaging plants in the Vancouver and Yakima Valley areas. About 200 farms shipped eggs and received total returns of \$117,000. Turkeys were the most valuable poultry item sold in 1954, bringing total returns of \$121,000 to about 25 producers. Major market outlets for turkeys and eggs are through Washington Cooperative Farmer Association plants at Vancouver, Sunnyside and Yakima.

Marketing Forest Products

In recent years, forest products from private farmer owned woodlands have become a valuable part of Klickitat County's farming economy. Here, as throughout the Ponderosa pine and fir forest belt of central Washington, the farm forest crop of sawlogs, posts, poles and firewood has gained in value. Products used on farms and sold to mills and other users of wood amounted to a value of \$367,500 in 1954. Major items are pine fuelwood, sawlogs and fence posts. Some farmers haul these items to the irrigated lands of the lower Yakima Valley and to lumber mills and pole yards at White Salmon, Bingen, Goldendale and Glenwood and mills along the Columbia River. Sawlogs are rafted down the river or trucked and railed to major mills at Camas, Washougal and Portland. In 1954 Klickitat County ranked fourth in the state in value of farm forest products used on farms and sold.

Table 29.- Forest Products on Farms, Klickitat County, 1954

Type of Product	Farms Reporting	Quantity
Firewood and fuelwood cut-----	173	1,466 cords
Fence posts cut-----	84	18,325 posts
Sawlogs and veneer logs cut-----	89	22,914 M bd. ft.
Pulpwood cut-----	--	--
Total value of farm forest products sold and used on the farm-----	97	\$367,506

Source: U. S. Census, AgricultureSpecified Farm Expenditures, Farm Operation Costs

Klickitat County farmers who reported expenditures in 1954 spent over \$1,966,000 for hired labor, feed, motor fuel and other supplies and services used in crop and livestock production. Chief farming expense was for hired labor. There were 428 farms paying wages and salaries for fruit picking, wheat harvesting and other general farm work and nearly \$650,000 was expended for labor. Feed for livestock and poultry was the second largest cost with purchases made by 593 farms at a total cost of \$592,635. A high degree of mechanized grain farming and orchard cultivation resulted in heavy expenditures for petroleum products and machine hire. Compared with 1949 costs for feed, labor and other items were greater in 1954. Servicing and supplying Klickitat County's 762 farms is an important basis of local business in Goldendale,

White Salmon, Bingen and Bickleton. This farm trade area is the primary market for about \$2,000,000 worth of supplies and equipment each year.

Table 30.- Specified Farm Expenditures in 1954, Klickitat County

Type of Expenditure	Farms Reporting	Expenditure of all Farms	Average Per Farm
Machine hire.....	349	\$ 135,182	\$ 387.34
Hired labor.....	428	649,622	1,517.80
Feed for livestock and poultry	593	592,635	999.38
Gasoline, petroleum fuel & oil	646	413,888	640.69
Commercial fertilizer.....	358	174,959	488.71
Total production costs.....		\$1,966,286	

Source: U. S. Census, Agriculture

Agricultural Income Compared to Other Income Sources

A study published in 1954 has shown that net income derived from net profits in agriculture in Klickitat County is second to manufacturing. Over a three-year period, 1949-1952, agriculture made up from 17 to 22 percent of all county income. Net farm income was estimated at \$4,089,000 in 1952. Nonfarm income from manufacturing was \$5,753,000 in the same year. The Washington State College study showed that agriculture net income, while gaining, had fallen slightly behind lumbering and other manufacturing in the entire county economy.

Table 31.- Types and Sources of Income 1950-1952, Klickitat County 1/

Type and Source of Income	Income in Dollars by Years			Percentage of County Income by Years		
	1950	1951	1952	1950	1951	1952
Agriculture	\$ 3,669,000	\$ 3,026,000	\$ 4,089,000	21.5	17.2	19.2
Construction	243,000	264,000	1,777,000	1.4	1.5	8.4
Government	1,449,000	1,293,000	1,443,000	6.7	7.4	6.8
Manufacturing	4,332,000	5,185,000	5,753,000	25.4	29.5	27.1
Service	715,000	959,000	976,000	4.2	5.5	4.6
Transportation, Communication and Utilities	2,021,000	2,151,000	2,201,000	11.9	12.3	10.4
Trade	1,750,000	1,915,000	2,036,000	10.3	10.9	9.6
Miscellaneous	248,000	230,000	240,000	1.5	1.3	1.1
Property Income	1,204,000	1,276,000	1,388,000	7.1	7.3	6.5
Other Income	1,713,000	1,250,000	1,330,000	10.0	7.1	6.3
Total	\$17,044,000	\$17,549,000	\$21,233,000	100.0	100.0	100.0

1/ John A. Guthrie and Stanley E. Boyle, County Income Payments in Washington, 1950-1952. Pullman, Wash. Washington State College, Bulletin No. 26.

Level of Living on Klickitat County Farms

Klickitat County farm families were above the national average and slightly below the state average in levels or standards of living in 1950. Average farm family net income was \$2,080 compared with a state average of \$2,380. Isolated and small part-time or low income farms in the western mountainous region reduced the county average below the average for all farms in the state.

On the whole, farm people have not enjoyed a level of living as high as city people. Farm incomes measured in dollars received for labor or goods sold are lower on the average than urban incomes. City people also have readily available more conveniences. Because of isolation and the scattered location of farm and ranch homes it is difficult to obtain electrical, telephone, sewer, running water and even highway service. Services are often too costly for public and private utility companies to provide for all rural homes and farmsteads, particularly in remote or inaccessible areas. In numerous cases, incomes are too low for farmers to put in their own electrical, water and other conveniences which families in city neighborhoods take for granted.

Table 32.- Indices of Level of Living of Klickitat County Farm Families, 1950 Compared with State and National Averages

Index Items	Percentage of total farm families with listed index items		
	United States	Washington	Klickitat County
Farm Family Level-of-Living	122	154	146
Median Income per Family	\$1,567	\$2,380	\$2,080
Electricity	78.3%	92.5%	84.3%
Electric Hot Water Heater	17.4	49.1	41.6
Electric Washing Machine	58.7	85.4	74.8
Home Freezers	12.1	14.5	13.2
Mech. Refrigerators	62.7	77.4	68.1
Telephone	38.2	57.5	54.8
Hot and Cold Water Plumbing	23.8	70.4	64.5
Central Heating	18.1	17.8	13.3
Houses with More than One Person per Room	22.3	15.7	14.1
Automobiles	63.0	77.6	74.8
Travel 10 Miles or More to Trading Center	21.4	20.5	35.1

Source: Walter L. Slocum and Carol L. Stone, The Farm People of Washington at Mid-Century. State College of Washington, Washington Agric. Exp. Stations. Bulletin 557, February 1955. Pullman, Washington.

Numerous commercial grain, fruit and general farms in the White Salmon and Klickitat Valley and the Horse Heaven Hills Plateau contribute to the local and state economy. It is one of the state's leading fruit, wheat and alfalfa producing counties as well as an important producer of cattle and sheep. Farms in this region stand as living monuments to the faith and enterprise of the land pioneers who chose their homes on the north bank of the Columbia River and the upland plateaus and valleys of south central Washington.