Phez TRADE MARK REG'D
PRODUCTS

Phez
Pure Juice of the Loganberry

Loju
The Loganberry Beverage
Ready to Drink

Applju
DRINK AN APPLE
Drink an Apple

Phez Bulk and Bottled Cider

Phez Jellies and Jams

"GROW MORE BERRIES"

HUNT BROS. PACKING CO.

Six years ago Hunt Bros. believed that Salem was the logical berry and fruit center of the Willamette Valley and established a plant in Salem. Continuously since that time, they have done everything in their power to build up the industry. The demand for the fruit has kept ahead of the supply, and while the business now is many times larger than it was then, we still believe there is a wonderful opportunity for development, and we say:

PLANT MORE BERRIES AND FRUIT.

FRUIT BUYERS

H. A. BAKER & CO.

J. L. Van Doren, Mgr.

Trade St, Near High

SALEM'S FUTURE

Salem's Progress and Development Depends Very Largely Upon the Degree of Support We Give Local Business Enterprises. Let Us Put Our Shoulder to the Wheel and Boost for Progress.

UNITED STATES NATIONAL BANK
Salem, Oregon
An Institution that is Ever Anxious to Foster Worthy Enterprises

J. W. MARUNY

PERENNIALS AND POTTED PLANTS

211 Miller Street SALEM

Sweet Williams, Newport Pink, and Scarlet Beauty are now ready for delivery

5½%--FARM LOANS--6%

We loan money for five years. We allow you to pay $100.00 or multiple on the principal on any interest date

We close our loans promptly

HAWKINS & ROBERTS
205 Oregon Building

SALEM IS THE DEHYDRATION CENTER OF THE WORLD

Do you realize what that means?

It means that there is a market, and a growing market, for every vegetable and fruit that can be raised on the land in this territory.

And that means more than is apparent to the stranger at first glance; for a greater variety of fruits and vegetables can be successfully grown here than in any other part of this country or the world.

Dehydration is the greatest thing in the world, in food conservation.

It takes out the water; the consumer puts it back, at any time in the future, anywhere under the shining sun—and then he has the fruit or the vegetable as good as fresh, in every nutritive quality, and in every other way.

The saving will be billions, annually. And all the money comes to Salem excepting what is expended for the nails in the shipping boxes.

Better than a gold mine; for it will never "pinch out."

SALEM KING'S PRODUCTS COMPANY
SALEM OREGON

(This company is committed to the growth of this community, by a program that will make its output ten times its present output—that will employ 2500 people at its factory; that will pay to the growers $20,000,000 a year for their products.)

The Vrooman strain Franquette is the nut—we sell the trees. Bing, Royal Anne and Lambert are the leaders—we sell them. The Italian prunes are the standard—we can supply them in any grade and any quantity while they last.
Salesmen Wanted

CAPITAL CITY NURSERY COMPANY
1030 Chemeketa Street
SALEM OREGON

THELMA INDIVIDUAL CHOCOLATES

A Salem Product, Made by The GRAYBELLE

Patronize Home Industries

EAT THELMAS!

LADD & BUSH, BANKERS

SALEM, OREGON

Capital $500,000

Long experience and thorough understanding makes this bank able to give unexcelled assistance to all industries

Ford
THE UNIVERSAL CAR
Sales and Service

FORDSON TRACTORS

VALLEY MOTOR CO.
260 N. High. State and Front

WILLAMETTE VALLEY TRANSFER CO.

Cor. High and Ferry St., Salem

We move anything. Also making through trips to Portland and return. We also do local hauling. PHONE 1400

Rapid transportation is a primary essential to speeding up production

FAIRMOUNT DAIRY

Schindler Bros., Prop.

Dealers in Milk and Cream
Wholesale and Retail

Phone 725 Salem, Ore.

W. W. Rosebraugh, Manager
Office Phone 886

Anderson Steel Furnace and Boiler Works

Manufacturers of Gray Iron Castings, Warm Air Furnaces, Hop and Frhit Stoves, Smoke Stacks and Steel Work

Seventeenth and Oak Streets
SALEM, OREGON

DO YOU KNOW?

That this big, busy store sells GROCERIES, DRY GOODS, CLOTHING and SHOES AT LOW PRICES?

We do a large volume of business at a small margin of profit and sell for CASH

PEOPLE'S CASH STORE
186-194 N. Commercial St.

MARION AUTO COMP'NY

FRANKLIN
STUDEBAKER
OLDSMOBILE

Supplies and Accessories

Opposite Hotel Marion
Open Day and Night

F. A. KURTZ

Evaporating---Drying---Canning
Prunes and Apples

We need apples NOW, from cider grade up.

Commercial and Jefferson Sts.
Phone 1355

EAT MORE BREAD

HOLSUM BREAD is your Best BREAD
Buy more of it.

BREAD is your Best food
Eat more of it.

Cherry City Baking Co.

SALEM SLOGAN PAGE

On this page are some of the outstanding concerns which and men who have put Salem on the map and are helping to keep it there

SALEM WILL BE THE FILBERT CENTER OF THE WORLD

Salem is the loganberry center of the world; that was proved in the Salem Slogan pages of October 9.

Salem is the prune center; that was proved in the next slogan issue; and a great dairying center, as shown in the next issue.

Last week, the case was proved as to the coming center of the flax and linen industries; it will be Salem.

This week it is filberts.

It is a plain case; all the filberts grown commercially in the United States are already grown here in this valley—and the industry will grow as fast as plants can be had—and that will be some growth.

Read all the articles, clear through, if you have any doubts. It will be good for you. It will make you a filbert fan; a filbert "nut." Sure.

Next week, walnuts.

DID you know that the cultivation of filberts in the country surrounding Salem is a profitable industry? United States Senator Chas. L. McNary has shown, in a series of experiments, and through a number of well-written articles, that the industry pays and will pay.

This space will be used for a year by Salem's Live Business Training School—The

CAPITAL BUSINESS COLLEGE

Watch for it. Students are now enrolling daily. Truly, a business education pays.

If You Want
REAL ESTATE
Or To
BORROW MONEY
See
NIEMEYER
First
215-216 Masonic Building.
Phones 1000, 1014

STATESMAN JOB OFFICE

We print everything, from a calling card to a book or newspaper

Best equipped plant in Oregon outside of Portland

We solicit the printing of farmers

Statesman building, Salem, Oregon

We are out after a million. We are now paying $400,000 a year to the dairymen of this section for milk. "Marion Butter" is the best butter.

More cows and better cows is the crying need

MARION CREAMERY AND PRODUCE CO.
Salem, Ore. Phone 2488

THE SPA CONFECTIONERY

Special Lunches and Fine Candies. All Home Made
382 State Street

U. G. SHIPLEY CO.

Outfitters

To Women, Misses and Children

MANGIS BROS.

All Kinds of Fruit

Car Lot Shippers of Potatoes

542 State Street Phone 717

SALEM HARDWARE COMPANY

120 North Commercial

If it is in the line of hardware, we have it.

We solicit the farm trade

OREGON PACKING COMPANY

285 South Twelfth St., Salem, Oregon

CANNERS OF

OREGON FRUITS AND VEGETABLES

We are always in the market for fruits and vegetables

HOME STUDY CLASS
of the
INDUSTRIAL NORMAL
For
TEACHERS and STUDENTS
Grades 7 to 12

Make your dreams come true
J. J. Kraps, Salem, Ore.

ROTH GROCERY CO.

STAPLE AND FANCY GROCERIES

FRESH FRUIT AND VEGETABLES

North Liberty Street

CASE

KEROSENE TRACTORS

OLIVER

PLOWS AND IMPLEMENTS

LOT L. PEARCE & SON
236 N. Commercial St.

Your choice is my choice—and that is Weatherly Ice Cream. Nutritious, Delicious, Refreshing.

Sold Most Everywhere
Manufactured and Distributed in Salem by

BUTTERCUP ICE CREAM COMPANY
P. M. Gregory, Mgr.
240 South Commercial Street

GIDEON STOLZ CO

Manufacturers of G. S. Brand Cider Vinegar

Dependable Brand Lime Sulphur Solution, and Carbonated Beverages

SALEM OREGON
Near Cor. Summer and Mill

MAIL EVERY COPY

Every copy of every Salem Slogan issue of The Statesman should go East—to people who are looking for new locations

More acres and more to the acre will take more farmers; and still more

Better still, subscribe to The Statesman, for your Eastern friends. Daily, $5 a year; or $1.25 for three months. Twice-a-Week Statesman, $1 a year

W. H. GRABENHORST & COMPANY

Farm and Fruit Lands

Small Tracts and Investments

Telephone 2315
275 State St. Salem, Oregon

A PROGRESSIVE STORE

Whose Slogan Is:
MERCHANDISE OF MERIT, MODERATE PRICES COURTEOUS SERVICE

Dry Goods—Ladies' Ready-To-Wear—Ladies' Shoes

KAFOURY BROS.
466-474 State Street

RODGERS PAPER COMPANY

460 Ferry Street SALEM

Wholesalers of paper and bookbinders

You can be accommodated in your own home town

Money Saved Is Money Made. Do your trading with the J. C. Penney Co., and you will make money. Our stock is up to date and up to style, and our prices mean positive economy to you.

J. C. PENNEY CO.
197 Busy Stores
Salem Store, 160 North Liberty St.

CHERRY CITY MILLING CO.

Flour, Cereals and Mill Feed

DRAGER FRUIT CO.

Dried Fruit Packers

221 S. High St., Salem, Ore.

Always in the market for dried fruits of all kinds

SEE SOCOLOFSKY FOR BEST BUYS IN REAL ESTATE

341 STATE STREET

DO YOU KNOW THAT IT WILL PAY YOU TO USE COMMERCIAL FERTILIZER on our Berries and Fruit Trees. We have secured the Agency for the Marine Products Co., who manufacture Organic Fertilizer. It certainly does the work and does not hurt your land. Our solicitor is now calling on the growers. Phone us for a call.

D. A. WHITE & SONS
255 State Street. Phone 160

The bee lays away his supply of honey while the flowers are in bloom and the squirrel his store of nuts while the harvest is here

Should not we be as wise as they?

Start an Account Today

Salem Bank of Commerce

THE "OLD RELIABLE" GROWERS ASSOCIATION

Established 1901

WILLAMETTE VALLEY PRUNE ASSOCIATION