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SALEM IS A GRAIN MARKET CENTER

The growing of wheat has been carried on so long that the plant is not known in the wild state, but botanists believe it had its home in the central parts of Asia. Its cultivation goes back of recorded history, and it has formed the principal breadstuff of all civilized nations. The Bible and the Egyptian and Chinese records testify to the antiquity of its cultivation. Wheat, next to rice, is the most largely used of any grain. The United States is the greatest grower; Great Britain produces the largest amount to the acre.

Barley is more widely distributed than any other grain. "And the flax and the barley were smitten; for the barley was in the ear, and the flax was boiled," is recorded in Exodus 9.31, the oldest record of this grain, which is the most widely distributed of any grain, growing as high as 14,000 feet above sea level.

Rye is the basis of the black bread of northern Europe; but it is also a profitable crop in other parts of the world, including the Salem district.

The growing of oats is a very ancient art, reaching its perfection, perhaps, in Scotland—until it has lately been found that the Willamette valley product is superior to all others, for milling purposes; for high class breakfast foods. And the Willamette valley oats run higher in weight than any other; not even excepting the Scotch product.

Car load lots of the Willamette valley oats are constantly going to the Eastern breakfast food factories, whose managers have found out the great superiority of the product of this section for their purposes. This fact furnishes the basis for a suggestion that ought to be heeded by our farmers who produce this premier product of the world.

They should organize to get better prices, and at the same time to furnish a still better product. Better methods of selection and cultivation, and grading, will accomplish this—together with our superior soil and climate for the growing of a superior grain of this kind for the purposes named.

Advertising will help; and the leading breakfast food manufacturers would soon come to this. It would be money in their pockets to exploit the best oats raised in the world—Willamette valley oats.

More attention should be paid, too, by the farmers of the Salem district, to the production of more and better wheat, barley and rye—always in rotation with clover and other legumes and corn and other crops.

Salem is already a considerable grain market. It should be a better and a bigger one, and this will come about with the intelligent co-operation of the farmers.

In this connection, Dr. T. N. Carver, of the United States Department of Agriculture, once told the story of an aged savage who, after having lived in civilized communities most of his life, returned in his old age to his native tribe, saying that he had tried civilization for 40 years and it wasn't worth the trouble. Much of the philosophy of civilization is summed up in that remark. Civilization consists largely in taking trouble. Genius, in the individual, has been said to consist in the capacity for taking infinite pains in one's work. It is this capacity which marks the superior race as well as the superior individual. They who find the taking of pains too burdensome to be borne, will naturally decide that civilization is not worth the trouble. They who do not find it so very burdensome to take pains, will naturally decide that civilization is worth the trouble, and will therefore become civilized.

This principle applies to every stage of civilization and progress. The greatest advancement is made by those who are capable of taking greatest pains.

It applies especially to agricultural progress.

It is more trouble to select seed, and to select it in the field than in the bin. It is more trouble to test cows than not to test them, to keep accounts than not to keep them, to diversify or rotate crops than not to diversify or rotate, to mix fertilizers intelligently than to buy them already mixed, to co-operate with one's pigheaded neighbors, especially if one is himself a little pig-headed, than to go it alone.

It is also more profitable.

In all these and a multitude of other cases it is found that it pays to take trouble.

There is probably no part of the farmer's business where this needs to be so much emphasized as in his buying and selling. It is so much less trouble to buy all one's supplies at retail as they are needed than to plan ahead and buy at wholesale, and to sell one's products at wholesale and in bulk to the nearest buyer than to work out a better marketing

NECESSARY CAUTION



scheme, that this practice of buying everything at retail and selling everything at wholesale has become almost universal. It takes a very rich soil, or very hard work on the farmer's part, or both, to make up the losses resulting from this system. The farmer is becoming, almost in the same sense as the manufacturer, a buyer of raw material such as fertilizers, seeds, feeds, machinery, live stock, etc. What manufacturer would expect to prosper if he depended upon the retail stores to supply him with his raw materials as they were needed and at retail prices? How many manufacturers would expect to prosper if they did not have selling agencies but waited for buyers to come around and offer to buy their products after they were finished?

Of almost equal importance is the question of making the farm, garden, poultry yard, orchard, and dairy support the farmer's family. All these things require the taking of trouble. It is less trouble to put all one's time on a money crop, to haul it to town and sell it, and to haul home from the store everything which the family consumes than to give attention to gardens, fruits, poultry, pigs, and cows.

It is also less profitable.

The products which the farmer's family consumes are sold to the best market in the world.

The farmer should credit to the garden, the orchard, the poultry yard, the cow, and the pig-pen the retail prices which he would otherwise pay for food, not half so good, bought at retail.

Needless to say, these things must be carefully planned and managed.

That requires the taking of trouble.

Farmers who are not competent, or willing, to take pains in planning and managing these parts of their business will probably do quite as well by going on the old way of hauling all their stuff to market and hauling home again the goods which the family consumes. But their lack of prosperity will be due to the fact that, like the aged savage already referred to, they have concluded that civilization and progress are not worth the trouble.

But after all, when one once gets accustomed to taking pains it ceases to be painful to keep on.

It is only the beginning from which we shrink.

When one gets into the habit of keeping accounts, of rotating and diversifying crops, of making the farm feed the family, and running co-operative enterprises, it is not half as much trouble as it was feared that it would be. The real test of a man's quality is his ability to begin taking pains.

BITS FOR BREAKFAST

Best oats in the world.

That is something to make Salem feel her oats.

And there is a chance to give the Willamette valley a great deal of advertising, and the growers much profit, through the raising of still better oats—by improving on the best oats produced in the world.

It will not go against the grain to make Salem a great grain market, either.

Some one says Cox is the first millionaire and the first choice of Tammany Hall ever nominated for the presidency of the United States.

He is certainly the first nominee of a major party to appeal to the Reds, as he did on Tuesday in the Dakotas, speaking to the Non-Partisan League bunch, and tell

FUTURE DATES.

September 10, Friday—D. Leigh Colvin, Prohibition candidate for vice-president, to speak in Salem.

September 13, Monday—Meeting of associate membership of Salem Commercial club.

September 14, Tuesday—Grand jury meets.

September 14, Tuesday—Cherrian meeting.

September 15, Wednesday—Cherrians go to Vancouver.

September 17—G. A. R. Constitution day open meeting.

September 18, Saturday—Meeting of Marion County Republican Central Committee, Salem.

September 19, Sunday—All-county picnic, under auspices of Marion County Community Federation, Sponges Landing.

September 21, Tuesday—Cherrian meeting.

September 27, to October 2—Oregon state fair.

September 30, Thursday—September baby clinic at Commercial club.

November 2, Tuesday—Election day.

October 4, Monday—Salem schools open.

them it is not his idea to prosecute radicals.

The New York Herald and Sun says of the "slush fund" fiasco of Cox: "It has resulted in putting himself, his calibre, his character, his personal fitness, at the front as the main issue of the campaign."

In losing Rev. R. N. Avison, Salem is parting with one of the most eloquent and most brainy pulp orators she has ever had—and this is said without disparagement of many other able preachers of the past and present who have graced and now occupy our city pulpits. Dr. Avison will be missed by many who are not included in the membership of the Methodist church.

Chief Justice Edward Douglas White has been eager to retire for a long time. He would have done so four years ago had Hughes been elected, but so great was White's dislike for President Wilson that he was unwilling to give him the privilege of filling this great place. Mr. White is now in his 76th year.—Boston Herald.

Bidders for the Hog Island shipyard must deposit a certified check for \$1,000,000 with their bid in order to have it considered. That limits the bidders to the plumbers.

Each separate photograph on a motion-picture film is under one square inch in size. This means that when the picture is thrown on a screen 20x22 feet in size it is magnified more than 63,000 times.

The decision of the Portsmouth (N. H.) veteran firemen's association to abandon the historic red shirt for the "sport" shirt threatens a picturesque institution which has nothing to do with revolution or "radicalism." It is to be hoped

that the new fashion, if it must come, will take its time.

And now the Tartars are all "hot up" over the high cost of living. It is a common grievance that appears to make the whole world akin.

Both the leading parties have endorsed the national budget plan. There is nothing to do now but to get something to put into the budget.

A Texas widow says that her last proposal was from a movie fan who said he needed some one to console him on account of the marriage of Mary Pickford.

The population of the United States is made up mostly of those who make and sell automobiles, those who buy and use them, those who produce moving pictures and those who stand in line to pay to see them shown. This is a mad world, my masters.

No, Gwendolin, that pale-faced young man with the far-away look in his eyes is not spiritual-minded at all—he is merely a cigarette-smoker.

It is claimed the Los Angeles has some of the farthest beer in the country and that it is necessary to drink enough to float a battleship to develop any kick.—Los Angeles Times.

Forty-four home runs by Babe Ruth—four—eleven—forty—four. Babe ought to be able to qualify for the finals in the game of Alabama golf.

The American Association of Toy Manufacturers assures the children that Santa Claus will get his Christmas supply at present prices. That is certainly a little rift in the cloud of high prices.

There is a housing question, of course, but everybody seems to have some place to stay. Will somebody kindly explain?

NEW HAIR after BALDNESS

IF YOU are losing hair, have dandruff or are bald, let it be known that KOTALOG contains hair restorer and other potent ingredients, is wonderfully successful. For men, women, children. Hair grows, dandruff eliminated in many cases when all else failed. \$200 (12-18) ADVISE your merchant, or send 10 cents for Free Box of KOTALOG to—

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Bakelite-Micarta Gears (Exclusive N. W. Licenses)

Gears for any purpose in any quantity of any size.

Quickest Delivery Assured

WESTERN GEARWORKS

Ninth and South Seattle, Wash.

Newsy Notes of State Industrial Growth

A million trees planted, a total of 1,340,000 seedlings, principally Douglas fir, were planted on the forests of Oregon and Washington in the fiscal year ending June 30, according to a report which has just been completed by the United States forest service.

At a conservative estimate, Oregon's four hundred and fifty billion feet of standing timber is worth \$500,000,000 on the stump. Harvested and cut into lumber, its value is increased 20-fold and becomes ten billion dollars.

Millers are to be allowed to ship 48,000 pounds, minimum carloads.

Co-operative movement necessary to revive dairy industry. Production declines.

Ben—Employees of two lumber companies receive \$42,000 bonuses in 1920.

Farm labor continues very scarce as laborers are at summer resorts.

Sheridan—Contract let for a \$4000 fruit packing plant.

Toledo—Government spruce holdings, sawmill and two logging roads sold for \$2,400,000.

Drain cannery leased and will operate this season.

Education act gives 4300 ex-soldiers \$529,087 bonus.

La Grande—O. W. R. & N. Co. adds 10 large Mallet locomotives here.

The Dalles to have electrically illuminated great white way.

Nyssa to have large community park.

Portland to have new three-story fire station.

East St. Johns to have cross-arm plant, turning out carload daily.

Klamath Falls—Mint industry yields 60 pounds to acre, worth \$900.

Contract let for bridge across Molalla river at Dickey prairie.

Grants Pass to have Carnegie library.

One hundred banks in cattle livestock.

Albany to Junction state highway to cost \$1,830,000.

Ladd estate builds five modern homes near Reed college.

Portland district estimates \$9,444,000 wheat yield for 1920.

Heppner—Deposit of white alkali earth for road surface new industry here.

Pendleton—Terminal trackage at Reith, three miles west, to be doubled.

Langlois and Port Orford will open union high schools this fall.

Spring salmon pack at Columbia river points 27,540,500 pounds; value of pack, \$6,719,300.

Highway completed between Hood River and Portland.

Eugene—University of Oregon to have a school of music building.

Glenbrook mill resuming operations ready to saw in October.

Auburn—Work on new \$50,000 hospital to begin immediately.

Oregon's census shows growth of 110,520.

Ballston—100 acres of clover estimated to yield 36,000 lbs. of clover seed, to bring \$16,000.

Banks to have new \$32,000 Catholic church.

Astoria to have \$3300 school building.

Portland—Northwestern Knitting Mills decided upon this city as the location for its plant, after looking over the entire Pacific coast.

Pat—O've traced me ancestry back to an Irish king.

Mike—Sure that's aisy. What chance has a dead man to defend himself?—Detroit Free Press.

Drivers' License Permits Are Totaled by Secretary

Applications for automobile drivers' licenses to the number of 120,000 have been received; at the secretary of state's office and 102,000 have been issued.

Secretary of State Koser expects to have the remainder of the licenses in the mail by about

September 15, although no definite date can be fixed.

FOR SALE
 Stoves, Ranges, Heaters, Furniture and Tents
CAPITAL JUNK AND BARGAIN HOUSE
 215 Center St. Phone 398

THE FARMER'S DAY

YOU might say that every farmer has his day. It comes when the laborious days of harvest are done and he sees his products marketed and the money in hand.

But what has made it possible for him to plant and cultivate and harvest throughout the long months preceding?

Unless he has unlimited capital, you will usually find some good banking services that have played an important part.

United States National Bank
 SALEM OREGON

Correct lubrication makes a good truck better

ZEROLENE
 The Standard Oil Company
 For Motor Cars

You cannot expect maximum performance and long service from your truck unless it is lubricated correctly. Correct Lubrication is a science.

The recommendations of our Board of Lubrication Engineers embodied in the Zerolene Correct Lubrication Chart are designed to better the performance and lengthen the life of trucks, tractors and automobiles. Get a Correct Lubrication Chart from your Zerolene distributor.

TRACTORS: There is a correct grade of Zerolene for each type of tractor.

STANDARD OIL COMPANY (California)

Hauling Problem Solved

Now is the time when hauling problems commence to worry the Farmer and most especially the prune grower

We Can Solve the Hauling Problem

Ford One-Ton Trucks will do it.

They have proven their dependability and value as means of transport. The low cost of operation; the ease of control, and the lowest first cost of any Truck on the market.

PRUNE GROWERS, you know about what to expect, for a crop, harvest will soon be here, are you prepared to handle it? Hauling will soon be at a premium.

Don't jeopardize your crop by not being able to deliver to market, but make yourself independent by having a Ford Truck of your own.

We Can Make Immediate Deliveries

Valley Motor Co.

Insist On Ford Parts

Your Fortune

Some day, perhaps sooner than you anticipate, your family may come into outright possession of that fortune of yours. HAVE YOU DENIED THEM the wise provisions, only possible in a Will, for its permanent benefit to them? Have you taken steps to place the RIGHT MANAGEMENT in charge when you step out?

Let us talk this matter over with you.

Capital National Bank
 TRUST DEPARTMENT
 SALEM OREGON