

**WELCOME IS A FINE SPIRIT TO CREATE FOR NEW COMERS**

**But Mr. Paulhamus Thinks the Old Resident is a Greater Asset Than the New One, and We Should Look Out for Him and Stand Up for Our Rights in This Whole Northwest.**

The Statesman, Salem, Oregon—Gentlemen: BELIEVE your policy in issuing an Edition of Welcome is a fine spirit to create in behalf of the new resident, but I have an old fashioned idea that the OLD RESIDENT is a GREATER ASSET than the NEW RESIDENT. In my judgment the west devotes too much energy in behalf of the resident that is to come

and does not give as much consideration as should be extended to the resident who is now here. What we need in the Northwest are the best possible conditions for their resident that we now have. If he makes good, we will have a prosperous country. By dividing up our energies in behalf of the new settlers, we are very liable to lose our vision of the present settler.

What the Northwest particularly needs is a market for what we can produce better than can be produced elsewhere.

In other words, as the loganberry acreage of the Willamette valley increases, we must find markets for the increased volume or the grower will not make any profit out of his crop. Most farmers study only one end of their business—that of production. Suppose, for example, a farmer has the best land that is available, and that he understands farming from a scientific standpoint; that he has sufficient funds to purchase all of the fertilizer that he can use to good advantage, this would mean that his crops would be bountiful.

But suppose that his crops are of the best? What is he going to do with them after they are produced unless he devotes as much energy to the marketing end as to the growing end?

It is a 50-50 proposition. There is only one method by which the marketing can be done successfully and that is by cooperative marketing. The great trouble with marketing in this manner is usually found in bad management or disloyalty on the part of the members, either one of which will wreck any organization.

We people of the Northwest must ascertain what we need most and then make a concerted drive for what we want.

It is my judgment that all of the states of the Northwest are not selecting with as much care as they should their senators and congressmen. We too frequently support a candidate who does not have many qualifications in addition to being a good fellow. We should send to congress the best business men of our community for the reason that to a very large degree our entire business fabric is dominated at Washington, D. C.

We have just had an example of this in the transportation question. When it became necessary to raise more money to rehabilitate the transportation lines we all admitted that it was necessary for an increase in transportation rates.

But we people of the Northwest sit around on store boxes, spit on the stove, criticize the government, and permit the Northwest to be put out of business by the present method of increasing the transportation rates on a percentage basis.

When an increase of rates was necessary it listened good when some wise (or unwise) individual advised that the way to raise the rates was to make a flat increase of 25 per cent on everybody. Of course, this listens fair to the average citizen, but, when you digest it, we find that the shipper that is now paying the largest rate because he is farther from the markets will be increased by the 25 per cent advance very

much more than his competitor at some other point whose rate is much lower.

We citizens of Oregon, Washington and Idaho must realize that we have a real problem and that it will be necessary for us to diagnose this problem and work it out in a manner that will permit us to live. Instead of being spasmodically prosperous, we are doing fairly well some of the time, exceedingly well a part of the time and mightily rotten the balance of the time, with nobody to blame but ourselves on account of the lack of constructive vision.

I am pleased to congratulate the Statesman on his seventy-first birthday. When I become 71 years of age, I am sure that my usefulness will be greatly depreciated, but I am sure that the Statesman is very much like "Old Taylor," which, some of us understand, improves with age.

With kind personal regards,  
—W. H. Paulhamus,  
President.

Puyallup, Wash., Dec. 23, 1920.

(Hon. W. H. Paulhamus, who wrote the above, is the biggest man in the fruit industry in our neighboring state of Washington. The eastern readers will recognize him as the man who puts up "Paul's" jams and jellies and other good things, so widely sold in the American markets, for he is president of the Puyallup & Summer Fruit Growers Canning Co., with headquarters at Puyallup, Wash., and with a plant also at Sumner, Wash. This concern also operates extensively in the Salem district, having a large cannery and shipping plant at Albany, Ore.)

Mr. Paulhamus was asked to write on the fruits and vegetables most needed by the canneries of the Salem district. This matter is pretty well covered by other writers in this edition.

Men engaged in the fruit industry, and in all other industries of the Pacific Northwest, will generally agree with Mr. Paulhamus that we ought to have more concert of action in going after and getting what we want and need in this whole section.

—Ed.)  
Salem is the City Beautiful. It has the making of the most beautiful city in the world.

**STAYTON—THE SUBSTANTIAL**

**WILL E. PURDY—ACTIVE CITIZEN**

THE city of Stayton is one of the substantial cities surrounded by one of the substantial communities of Marion county, with a rich section of Linn county just across the river.

At Stayton is taken out of the Santiam river the water power in Mill creek that is divided at the eastern limits of Salem and becomes North and South Mill creek in Salem, furnishing all the direct water power that is used to run a number of the factories of Salem.

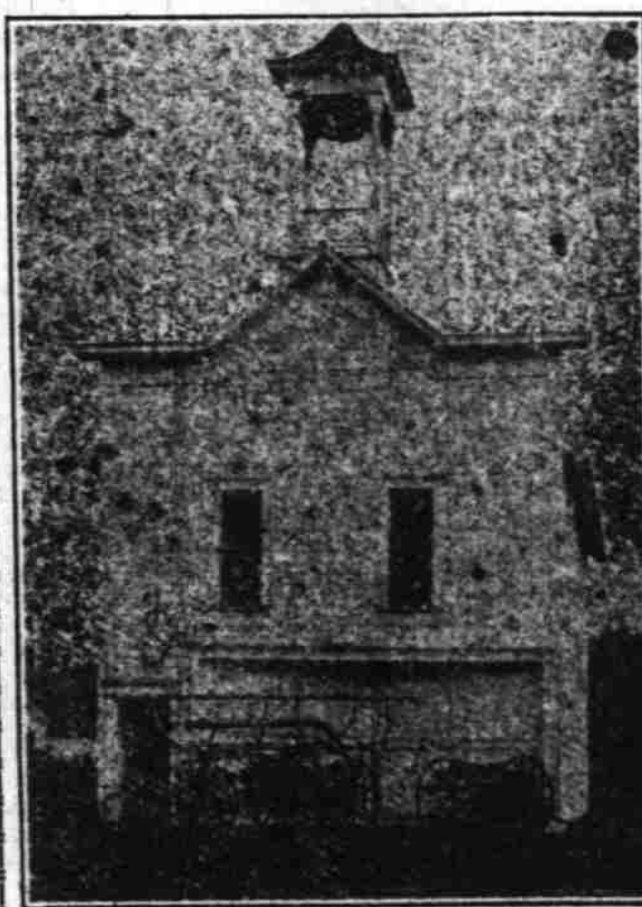
There is a great deal of undeveloped power at Stayton in this creek or mill race, and in the main river from which it is taken. When the paved county market road is extended to Stayton, as it is expected to be this year, connecting that city with all the main paved roads of Oregon, that city will become more of an ideal manufacturing point than it is now, and in many other ways will be able to offer splendid opportunities to new comers.

The people of the country surrounding Stayton, both the old timers and those who have come in the past few years, are a thrifty



A Typical Stayton Residence.

and neighborly lot, industrious, up to date and enterprising, and with the true spirit of welcome—points that will be appreciated by all who seek homes and opportunities in this great land of diversity and country of opportunity.



Stayton Fire Department.



Present Building of the Farmers and Merchants Bank of Stayton.

(A fine new brick bank building is in process of construction and will be ready for occupancy very soon. It is on the corner opposite the present building.)

**Use Cherro Flour THE SECRET OF GOOD BREAD ::**

**STAYTON WELCOMES YOU**

There are unequalled opportunities for the newcomer to Stayton and vicinity. Agricultural lands are of the best. We offer inducements to farmers, dairymen and those interested in fruit raising.

Manufacturers looking for plant sites would do well to investigate Stayton, the source of cheap water power. We already have a large woolen mill, excelsior mill, two flour mills, a saw mill, electric light, water and power company. The swift-running Santiam River contains the potential power.

Good highway construction furnishes communication with Salem, 18 miles away. Bates Station on the Corvallis and Eastern railroad is one and one-half miles distant.

We have four churches, high school, fire company, banks, and a weekly paper, telephone, express service and daily mail. Come and look us over; you'll want to stay. Stayton is the home of prosperity, pep, friendliness and opportunity.

This space made possible by the following public-spirited business concerns of Stayton:

Farmers & Merchants Bank.  
Stayton Flour Mills.

Brown-Petzel Lumber Co.  
Stayton Light & Power Co.

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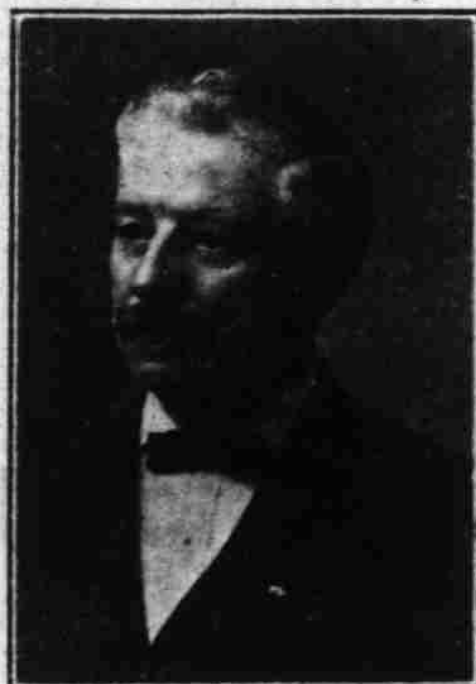
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SALEM, OREGON

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