

REALTY BOARD TO BE BOOSTER

Secretary Ora McIntyre Will Move Offices To State Fair Grounds

FRUIT ADDRESS HEARD

C. I. Lewis Emphasizes Advantages of Diversified Farming District

The Marion County Realty association will be represented at the state fair, according to the plans outlined at the weekly dinner at the Hotel Marion, Thursday noon. Mrs. Ora McIntyre, secretary of the association, will move her office to the fair grounds for the week, and will be

on hand to look after every inquiry, with a supply of Marion county literature to distribute to all inquirers. All club members are to shut up shop and attend the state fair on Salem day. A communication was presented asking the club to endorse the opening of the St. Lawrence river project on an international scale for the benefit of all American trade abroad. The club accepted the letter, but did not vote upon its adoption. Fees May Be Raised Two important motions were discussed, to be voted upon at the meeting next Thursday: To raise the initiation fee from \$5, where it now is to \$25; and to require that all members of the member firms be likewise individual members. All members who were not present at the meeting to hear the motions announced, are to be notified by mail of the impending action. "A Wise and Proper Diversification of the Backbone of Our Prosperity," was the subject of a wonderfully illuminating address by Professor C. I. Lewis, of the Oregon Growers' association. He addressed the realtors as the community farm advisors, charged with the proper interpretation of the agricultural and horticultural resources of the country, and outlined to them some of the things that a careful, helpful realtor must

know in order to serve his community and himself best. "The world has grown infinitely bigger by the development of transportation," is the gist of his preface. "The markets of the whole world are open to almost every product from everywhere else on earth." The speaker recalled when the first grapefruit came to Boston in 1888, and sold precariously for \$2 a barrel. Peaches can be bought from Salem, or from Chili, or from Delaware or the Mediterranean. "The most anywhere on the globe, and the same with almost every other perishable fruit. Whereas wagon-hauling distance marked the limit of sales only a comparatively few years ago, now there is almost no limit on earth, or sea, or sky. Shipping methods improve. "This distribution development, Mr. Lewis showed, made it possible to specialize, giving to every country its chance to do the thing it can do best, and for all to enjoy the products of every land. The refrigerator car and the cold storage system mean the salvation of the Pacific coast, he showed, in marketing much of the perishable products that this country produces best. Heat, soil, air currents, mark out zones for special productivity where specialization must be followed. "There is no country that can do all things equally well, and it is an economic blunder to try to do everything in any one place. The hard wheats of the Dakotas and Saskatchewan, fruits of the sheltered Pacific coast and the Mississippi valley, the wool of Australia, are part of the specialization indicated by nature." Valley Much Favored This portion of Oregon, however, he said, is better favored than almost any other section of the world. It could produce admirably, a larger variety of products than most other sections. He showed a series of charts, giving graphically, in colors, the various fruit products of the Oregon Growers' organization, some of them with almost a dozen varieties of fruits as profitable specialties. "We have enough specialties here," he said, "to give most men their easy choice for all we sell. But I strenuously advise against putting all one's eggs in one basket. A proper diversification will provide against almost every weather or other contingency. If the hill prunes fail because of certain conditions, the valley berries may be perfect; if the valley apples fail, the hill pears may be a bumper crop. They're all within the zone of the very best here in Oregon, and we ought to have them all so as to guard against falling markets or any other temporary disaster in any one crop. Three Big Sections. "Salem is the center of the third largest and best developed fruit section in America—Yakima and Wenatchee being the only two rivals. We have the soil and climatic conditions, now let's develop them to their most profitable extent. That does not lie along the one-crop idea, but along the line of diversification. "A visitor coming through this country is charmed more by the diversification of crops, by the excellent logans, pears, apples, prunes, than by an exclusive crop. These exclusive crops are fine when they go right, but when they fail, it is instant and terrible disaster. Here, we can always have at least one crop that pays big, and you realtors can do great public service in encouraging this wise diversification." Chart is Exhibited He presented one chart, representing a district with 7000 acres, with only two major crops. This community thrives amazingly when those two crops are at their best, but starves and shivers and damns the government when they fall short. In contrast, he exhibited another chart, from The Dalles where the Oregon Growers now have 99 members and 1000 acres of fruit represented. They have a full dozen "major" crops, and the chart looks like a double rainbow of colors—but they have sold \$300,000 worth from that 1000 acres, or an average of \$300 an acre, and the community is simply

rolling in wealth while some other exclusives are merely tightening up their belts to the last hole, in lieu of eating regularly. With every 10-acre fruit farm turning in \$300 in cash, the community simply can't help being prosperous, and in this sense of diversification, they do it year after year. Contrasts Are Drawn The speaker showed the difference between orchards as they may be planted, even in a good orchard country like this. He pictured one toward west, Arkansas Black, Spitzenberg, Newtown, King, Spy and Baldwin apples; Anjou, Comice and Nellis pears; English walnuts; Royal Anne, Lambert and Bing cherries. These he said, are slow producers; most of them were safe, but it took from seven to twelve years to come into good bearing. Another similar orchard, however, with Grimes, Orley, Jonathan and Delicious apples; Bartlett and Bosc pears; Gilberts, and Mont-cherries and still later cherries, would begin profitable bearing years before the other could possibly bear; they would be paying big returns when the other orchard, though of standard fruits, might bankrupt several owners in succession while they waited. The Element Important. "It's all right to have some of these first trees," he said, "but the orchard-planter needs to consider the time element. If he is not prepared to wait until old age for his fruits, he needs to diversify, and the Waterhouse is a fine example without discretion isn't nearly enough. Some pertinent illustrations were given from his own orchard, where Orleys, Newtowns, Wagener and Grimes apples were planted at the same time. The Orleys and Wageners and Grimes have produced an average of more than three times as much as the Newtowns, because of their earlier bearing. The difference would make, for most orchard owners, the difference between a fine profit and a sheriff's sale. Pollination Discussed An interesting talk on pollination of cherries and apples was given, in which the speaker advised the planting of Waterhouse cherries at least 25 per cent of a cherry orchard, even if the owner never picked one of their fruits; though the Waterhouse is a good and profitable seller as well as a sure fertilizer. Some of the other fine cherry trees might reach the age of 50 years, and never raise enough fruit for a ple, without proper pollination from some other varieties. The association gave the speaker a rising and vociferous vote of thanks, for his opening up to them of a business book in which far too few had studied deeply.

CHICKENS TO RULE AT FAIR

Poultry Display In New Building Promises To Be Tremendous Feature

EAST TO SEND BIRDS

Invaders, However, Will Be Given Run For Prize Money By Oregon

Heads of departments at the state fair are concentrating all their energies shaping plans. Many new and interesting announcements are made from day to day, with the arrival of some unexpected entry making the changing of original arrangements necessary. The poultry display this year will be remarkable and will include exhibits from all over the country, some coming to the state fair in carload lots. Some of the finest specimens of blue-blooded poultry in the country will compete for the worthwhile prizes. The American Columbia Plymouth Rock club offers at the forthcoming show, a set of handsome silk ribbons, one each for the best shaped and best colored male and one each for the best shaped and best colored female, provided two or more exhibitors are listed. If any of the winners are not members of the club they can qualify within 15 days after the close of the show and ribbons will be mailed direct by the club secretary upon advice from its show secretary verifying the winnings. Special Ribbons Offered The American White Plymouth Rock club also offers special ribbons at this exhibition, one each for the best cock, best hen, best cockerel, best pullet and best pen. These are especially attractive and valuable prizes. In order, however, to compete for them exhibitors must be members in good standing in the club, and as this notification came too late to be noted in the regular premium list, poultry breeders who wish to try for the award, are requested to write to G. A. Krueger, Plummer, Minn., for membership cards. Edward Shearer of Estacada, will be the superintendent of the poultry department this year, and he will have the privilege of occupying for the first time the big steel, glass and brick poultry building, which has just been completed on the fair grounds. This is probably one of the finest show houses in the country. Many Come From Distances Many notable shipments of chickens are to be made for exhibition, from a distance this year. Two carloads will come from Indiana and another one from Alabama, and will include Plymouth

Rocks, Leghorns, Rhode Island Reds and Minorcas. It is anticipated that the eastern birds will be given a close run for prize money in competition with some of the egg-producing Oregon hens, of the Plymouth Rock and Leghorn laying strains, and which have already made some records that have attracted the attention of poultry fanciers from a distance. Funeral of Leslie Tooze Is Postponed One Week Walter L. Tooze, Sr., of Salem, has been notified that it will be necessary to delay one week the funeral of his son, Lieutenant Leslie O. Tooze, who was killed in action in France while serving with Company K, 364th infantry, of the 91st division. The funeral was scheduled to be held the coming Sunday, but it is necessary to postpone it until Sunday, September 18. The services will be held at 2:30 o'clock p. m. in Villard hall, on the campus of the University of Oregon at Eugene. A military funeral will be held, Rev. D. H. Leach of Eugene will

deliver the funeral sermon, and addresses also will be given by President F. L. Campbell of the University of Oregon and by Colin V. Dyment of the university, who was on the battlefield when Lieutenant Tooze was killed, September 28, 1918. Interment will be in Odd Fellows cemetery at Eugene. William J. Pratt Dies At His Home In Tacoma William J. Pratt died very suddenly from apoplexy at his home in Tacoma, Wash., on September 6, at the age of 67 years. He leaves his mother, of Orange, Cal.; his wife, two brothers, two sisters, and eight of his 11 children. The children are: Mrs. Cora Atkins of Gale's Creek, Or.; Mrs. Bertha Flynn, of Tacoma; Mrs. Laura Corum, of Tacoma; Paul L. Pratt, of 1610 South Twelfth street, Salem; Homer Pratt, Tacoma; Mrs. Esther Wood, North Bend, Or.; Harry E. Pratt and Margaret E. Pratt, who live in the parental home. He also leaves 14 grandchildren and four great-grandchildren. Mr. Pratt was for many years a resident of Salem. He was a sincere and consistent Christian, and was a member of the Leslie Methodist Episcopal church of this city.

Starts Sunday



LIBERTY

VAUDEVILLE

TODAY--TOMORROW

ALABAMA JAZZ BAND

6 People 6
Oh Boy, How They Play

CORINNE GRIFFITH
in
BAB'S CANDIDATE
Larry Semon Comedy

BRIGHT THEATRE

DEPENDABLE CLOTHES



That's what you're sure of when you buy Scotch Woolen Mills Made-to-Measure Clothes. Our line of woollens is carefully selected from the best mills in the country. Strictly 100 per cent wool. Our workmen are the best to be had, and all work is carefully inspected, insuring you the best of workmanship, style and fit. There are hundreds of beautiful patterns from which to choose and the price is no more than you would have to pay for ordinary ready made.

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DALLAS MEN TO GET ARMY PAY

Total of \$1952.57 To Be Distributed In Company L, Fifth Infantry

Pay for armory drill amounting to \$1,952.57 was sent yesterday by the adjutant general's office to Dallas for distribution among officers and members of Company L, Fifth Infantry, O. N. G. The vouchers were sent to Captain Edward B. Hamilton. This money for members of Company L is in payment for drills attended between January 1, 1921, and June 30, 1921, and in addition to money paid members of the company for their attendance at the annual two weeks camp held last June at Camp Lewis. Among those who attended strictly to business and endeavored to attend company drills are the following: Sergeant Vergil R. Vallantyne, who will receive \$34.50. Sergeant James E. French, who was on the job pretty regularly, and who will receive \$36. Sergeant John A. Friesen, who also was on the job, and who will also receive \$36. Corporal J. Clyde Gibbs, who made a fine record attendance, and who will receive \$42.62. Corporal William J. White, whose check will read \$28.37. Corporal Joseph Glath, who had an attendance record that entitled him to \$29.60. Private of the first class Ralph Macomber will receive \$28 for his attention to drill nights. Russell A. McKenzie, private of the first class, will receive a check for \$28.83. Private Vergil Brock will receive \$24; Private Vey Coffin will get \$23, and Private Isaac Lowen will receive \$24. This money is paid by the federal government under the national defense act, and is based on the number of drills attended.

Several Voices Qualify For Salem Apollo Club

At the meeting of the Cherris, held Wednesday night at the Apollo club, candidates for membership were given try-outs as to their qualifications for membership in this leading male chorus of the city. Among those who sang and qualified for membership are the following: William F. Anderson, F. W. Walton, C. J. Lisle, Ralph R. Jacobs, C. T. Witter, George Koehler, and P. M. Blenkinsop. Mr. John R. Sires, conductor, says that at the next meeting about 18 more will qualify, and with the selection of these voices the Apollo club will have received a full membership and rehearsals begin in earnest for the greatest season in the history of the club.

Wool Plaid Skirts

Extra Special for FRIDAY AND SATURDAY

\$5.75

In a great variety of styles and patterns combining the rich browns, greens and tans of autumn. These attractive fall skirts are all new and include the new velours in large and small plaids as well as the narrow and wide plaids. See window display.

Extra Special for Friday and Saturday \$5.75

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Comparison Sale

Everywhere They Talk of This Wonderful

You'll say it's wonderful, too—the greater purchasing powers of your dollar spent with us today as compared to prices on 1920

SEE THE DIFFERENCE YOURSELF

For Friday's Special Selling HOPPICKERS GLOVES

The best is none too good for hop-picking — here we have the best at but a mere fraction of their real worth.

CANVAS GLOVES

A good, substantial, heavy glove, a lucky purchase especially for hop pickers and for those who want a reasonable canvas glove for all around work. Real values. Special, 7c

LEATHER GLOVES

This is the best value we have seen in many years for the boys and girls. All leather full size cut hop-picking gloves. Regular values to 65c, now 25c

LEATHER FACED GLOVES

For the ladies who are picking hops. This comes in gauntlet style, all fleece lined canvas and leather faced at top 29c

Khaki Pants, \$1.49	Khaki Breeches \$1.49
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Men's good heavy quality khaki pants. Full cut and extra well finished. Regular selling price \$2.25.

For ladies and men we have this special offer for a few days only, in khaki riding breeches. For hop picking these will prove truly very serviceable.

THE PEOPLES CASH STORE

SALE ONE

ATTRACTIVE BARGAINS

Our Entire Stock of Furniture Goes at Closing Out Prices

Such as dining tables, library tables, chairs, rockers, kitchen cabinets, writing desks, book cases, ice chests, beds, bed springs, mattresses, cots, breakfast tables, go carts, baby buggies, tricycles, dressers, buffets chiffoniers, ranges, heaters, oil stoves and oil heaters, linoleum, congolem rugs, etc.

The prices being slaughtered that on many items the price is less than half.

—Furniture Dept., 2nd Floor

Huck Towels, 12 1/2c	Neat size huck towels of good quality, with red borders at 12 1/2c each. —Main Floor.
Bath Towels, 18c	Small size pure white bath towels nice and soft quality at 18c each. —Main Floor.
Ginghams 19c yard	A good variety of fancy plaid ginghams in the most wanted colors to choose from at 19c per yard. —Main Floor.

Smart Fashions In Suits

Styles That Are Out-of-the-ordinary

With the suit designed to enjoy its greatest season of popularity in many years every woman will be interested in knowing just what the correct modes will be. We have searched the markets for the newest styles obtainable. There are so many modes that detailed description is out of the question at this time. There are models to please every fancy and the woman who selects her new suit here may rest assured the style is absolutely correct. Suits of nearly all the favored materials.

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