

The Oregon Statesman

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ADVERTISING RUINED HIS BUSINESS?

A chap told me the other day that advertising had ruined his business.

"Advertising ruined your business?" I said aghast. "Why, good heavens, man, I hardly knew of a business which is successful in a large way that doesn't owe practically its entire success to advertising."

"Well you see, Henry," he replied rather lamely, "my competitors advertised and I didn't."

Today, competition is based upon advertising. Statistics show that over 80 per cent of the business failures of the United States are among those firms who spend nothing on advertising. That statement is so conclusive as to admit of no argument.

The fact that you have the superior product will not assure you predominance over those of lesser quality unless you show the world why yours is the more desirable.

Folks won't know, unless you tell them. If they know, they won't remember, unless you remind them. If they remember, they'll forget unless you remind them.

And the moral is, "Be thou not numbered among that 80 per cent who know not the magic of the Printed Word!"—Clement Comments.

There is no doubt that the 1925 Portland fair is already attracting a great deal of favorable comment throughout the country and the world over; and no doubt that it is already putting confidence in the people at home, and causing them to make larger and more ambitious plans for the future, and thereby stimulating business generally in Oregon. There may be disputes as to how the great enterprise is to be or ought to be financed, but there is no doubt, even this far in advance, concerning the immense benefits it is going to confer; it is actually now conferring, upon the material interests of this state.

The unemployment conference to be held at Washington will no doubt do a great deal of good. But it must come to the conclusion that the big thing to get the idle people of the United States back to work is to enact the protective tariff law. It is the next thing to a crime; indeed, it is a high crime, that this essential thing has been delayed so long. It should have been completed in thirty days after the ushering in of the new administration. There are many things the unemployment conference may conclude should be done; may aid in having done. But nothing can be done that will be effective without the protective tariff. Great numbers of our people are idle because the work they should be doing is being done in Europe and the Orient, by cheap labor. That is the whole thing in a nutshell.

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A friend at the writer's elbow says England is a country entirely surrounded by hot water.

Flax and hemp are two of the very best bets for Salem. Sure as you are alive.

The McIntosh Red is an apple variety little known hereabouts. But A. L. Page of Jefferson has a car of them to ship.

Of course, the flax-pulling machine was destined to be the invention of a man in the Salem district, the flax center of the world.

The German government is anticipating many of its time payments of the reparations money due to the allies. Indicating that

the country can do a lot of things when it tries.

Manufacturing, next slogan subject. If you are a manufacturer of anything, and are being overlooked, you are invited to hold up your hand.

The bill for the relief of Sergeant Alvin York, who is about to lose his Tennessee farm, is not likely to get through congress. York made the mistake of not fighting the Germans with his

hands. Both Charles Trunk of Dundee and Ferd Groner of Hillsboro have mechanical washers. Where the crop is not too large, fairly good results can be obtained by washing in large wooden tubs, where a false slat bottom is placed, or in ordinary wooden wash-tubs. This slat bottom will allow the filaments over the nuts to drop down, because if these are allowed to cling to the shell when the nuts are dried they will be streaked and stained.

It would seem that oil is being successfully poured on the troubled waters in Mexico, and American oil men are doing the pouring.

It is announced that Senator Jim Reed of Missouri will make the race for re-election in 1922. But whether as a Republican or a Democrat, nobody seems to know.

A western Liscuit company is now making "Prune Bar" similar to the "Fig Newton" with a filler of "Mistland" pitted prunes in place of figs.—Oregon Grower. That will help some, in keeping up the demand for Oregon prunes, at fair prices. Every little bit helps.

Fruit authorities report an increased demand in the Willamette valley for plums and prunes for canning. Formerly the small varieties, such as the Green Gage and Bavay, have been preferred, but of late some of the trade asks for the larger sizes of both plums and prunes in cans. The new Japanese plum, the Shiro, is gaining favor with both growers and canners. It is evident that it is going to pay our farmers to give more attention to plums, along with their other fruits.

Members of the association are planning to do their own harvesting and washing this year. The nuts, however, will be sent to a central plant for grading and for the cracking of shells. Four grades were adopted at a meeting held by the walnut growers in Salem recently. The Jumbo grade, including nuts of one and one-quarter inch diameter or over. Mistland Grafted grade, including nuts one and one-sixteenth or over in diameter. Mistland No. 1, to be one inch or over in diameter, and No. 2, under one inch in diameter.

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Those growers who did not plant a cover crop in late August or early September, should lose no time in planting at once. Many growers are still making the vital mistake of planting cover crops late in September or early October. The latter plants come up at a time when heavy rains or frosts come along, and as a result there is a very weak growth to turn under in the spring.

The ideal time to plant cover crops is late in August or in early September. In planting, do not sow broadcast, but drill in with a seed drill. The seed will germinate better and there will be a much more uniform stand than if the seed is broadcasted. Most of the Oregon soils are low in nitrogen. Vetch is one of the cheapest builders of this element in the soil. Under ordinary winter weather conditions, it is hard to beat the Oregon vetch grown in the Umpqua and Willamette valleys. Forty pounds of this vetch seed with ten or twelve pounds of oats or rye to the acre should give a very fair stand.

Hairy vetch is a slower grower, but makes a more vigorous growth in the spring, and is somewhat harder. It might be better in the higher altitudes and in places where more or less freezing is expected. For southern Oregon, the Purple or Woolly Podded vetch has done especially well. Where vetches are not

needed, turnips, such as the Yellow Aberdeen and the Cowhorn, will give very good results. Many of our growers have large straw piles. Why not spread these on the orchards this coming fall? This has been tried in a number of cases. The Corvallis Orchard company, at Corvallis; Ferd Groner, at Hillsboro, and others have been trying this practice with good results. It will add organic matter at least to the soil and improve its physical condition.

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With plenty of water and a good stiff broom, nuts can be washed nicely in this way. Of course, the mechanical washers are much to be preferred. Nuts may be dried in ordinary prune driers. However, be sure the trays have been thoroughly cleaned so that there are no remains of prunes to stick to the nuts. The temperature should not be allowed to get over 55 degrees, as a higher temperature breaks down the oils, unseals the shells and often ruins the nuts. A temperature much below 50 degrees will develop mould on the nuts without drying them rapidly enough.

Two days and nights with constant fire or four days with no fire at night, should dry the nuts. The nuts should not be dried to the point where the kernels become brittle; the little membrane or follicle between the meats of the nut is sometimes used as an indication of proper drying. When this becomes brittle so it will break when bent sharply, the nuts are thoroughly dried.

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PHILADELPHIA, Sept. 9.—Rapid-fire elimination marked the initial play in the fortieth annual singles championship tournament of the United States Lawn Tennis association here today. Fifty-odd matches were played, and but one upset marked the progress of the leading racquet wielders of America and Australasia into the second and third matches. A majority of the matches were won in three straight sets.

Peach is defeated. The outstanding surprise of the afternoon was the defeat of Norman Peach, captain of the Australasian Davis cup team, by W. W. Ingraham of Providence, R. I. Peach, who was expected to advance as far as a match with R. Norris Williams, former national champion, fell before the racquet prowess of a player still in his teens. Ingraham proved entirely too fast and accurate in both his service, stroking and placing for Peach.

Kelleher is surprised. William N. Johnston of San Francisco, winner of the championship in 1915 and 1919, was also forced to play titular tennis in defeating H. G. M. Kelleher of New York, 6-4, 6-4, 6-4. Kelleher surprised some 6,000 spectators, a record first day attendance, by forcing the play all through the three sets. He was steady and accurate in his service and returns, and Johnston had to battle for every point. Brilliant rallies and placements were frequent, with Kelleher having a fair share of the honors and the play was even closer than the scores would indicate. It was the Californian's greater experience and finesse in these exchanges which won him a majority of the points and the match, although it could not be said that he was ever in real danger of being eliminated by Kelleher.

"School Days, School Days" Do you remember the old song about school days being golden rule days? It is wrong to send a coughing, sneezing, spitting child to school to spread disease germs among other little ones. Common colds are infectious. Protect your own and other little ones with Foley's Honey and Tar. This safe family remedy checks coughs and colds, loosens phlegm and mucous and coats raw, irritating membranes with a healing, soothing medicine. Sold everywhere.—Adv.

Measure affecting Fish Soon In Supreme Court PORTLAND, Or., Sept. 8.—A decision affecting the Salmon industry in Oregon will be in the supreme court of Oregon shortly, according to Carl D. Shoemaker, master fish warden.

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