## Che Oregon statesman

 7-59)


## "WESTERN IDEAS

"At the risk of hurting the feelings of New York, which
fondiy imagines itself to be the center of the universe, we
feel impelled to remark on the strength of personal obsrva-
tion as well tion as well as on information derived from the experience of
others, that the Pacific coast states of this Union are from others, that the Pacific coast states of this Union are from
three to five years ahead of the East in social and business
"Most of the new idèas which contribute to the comfor
or convenience of American life, or facilitate business inter-
course, have their birth in the Far West and reach us when course, have their birth in
they are "old stuff" to points west of the Sierras. We might
cite scores of instances in support of this statement, but are at present concern
with advertising.
"California, Washington and Oregon produce excellent know. The producers of oranges, raisins, cherries, apples and other fruits have banded together to exploit their products
in the Eastern markets, and have conducted their propaganda in such a businesslike and scientific way that their favorite
brands are household words here. Now, we do not produce oranges, it is true; but we raise many appetizing fruits which
bear comparison with the best of the Western products. New bear comparison with the best of the Western products. Ne
York state apples, for instance, are not to be sneezed a York state apples, for instance, are not to be sneezed at,
Delaware has a wonderful opportunity for the exploitation oes it not occur to our Eastern fruit growers to popularize their superior products by co-operative advertising? Why ating are grown on the other side of the continent ?
The answer is given in the first paragraph. The West eth idea hasn't had time enough to soak in. But peacef penetration is at work, and we shall eventually be taught to
nsk for the products of Eastern growers by brand names, s.nd pains will be taken to pack and ship and sell these fruits so that they will live up to the reputation advertising will nake for them, and the fruit men will do better business in
a more reliable market. In all of which work the newspapers
will will play a leading p
Pacific coast fruits."
The above quoted article was not written by a California man; nor was it written by a citizen of washington or
Ot is a leading, double-leaded editorial from the Philadelphia Record of September 11. It is enough to make all of us hat the writer is evidently a little shy on his geography, line. They do, but they are called the Cascades up this way
Intelligent advertising, such as is employed by our Wash ington and Oregon apple and prune growers, and our concerns marketing loganberry juice, dehydrated fruits and veg
etables, etce., is good. But quality is also quite as important and in this respect the Salem district, and western Washing on and Oregon and northern California have a number of on which we bave what amounts to a franchise. like the oranges and lemons and raisins of California. Reference is
made to our filberts, walnuts, flax, black raspberries, Oregon Champion gooseberries, quality strawberries, Bosc pears oil, Angora mohair, broccoli, quality hops, world record cows seed potatoes, vetches for seed, cascara bark, bulbs and seeds
of several kinds, milling oats, etc., that will bear national devertising campaigns, and that can have either no com
petition at all east of the Rockies; or petition at all east of the Rockies; o
while.

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\begin{gathered}
\text { "Dividing alien families } \\
\text { anely reminiscent of old sl }
\end{gathered}
$$

## $$
\begin{aligned} & \text { "Dividing alien families at our Ellis Island gates } \\ & \text { trangely reminiscent of old slavery days," says an Easter } \end{aligned}
$$ <br> 

DO IT SYSTEMATICALLY
 nust be paid regularly cash, or be dunned several times. Why not calculate the yearly amount required, then deposit one-twelfth
monthly in a United States National monthly in a United States National unpleasantness by meeting obligations promptly.

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$\qquad$
There has been nothing in England, since the settlemen ve and admiration for Lincoln.
It has been discovered that "the healthiest spot in New
York in on the crowded east side." That may give. upper
Fifth avenue something to think about.

| York is on the crowded east side." That may give, upper |
| :--- |
| Fifth avenue something to think about. |
| During the week ended Aurust palling conditions whose earls |

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## 喏首




| Multnomah Male Chorus |
| :---: |
| To Sing at Silverton |



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$\$ 295$
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iberal Terms if Desired
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