

Pep and Progress Pages

Dedicated to Stimulating Our Present Industries And to the Establishment of New Ones

The Way to Build Up Your Home Town
Is to Patronize Your Home People

The Surest Way to Get More and Larger Industries
Is to Support Those You Have

More Bargains Every Day
At
The New Store
Worth & Gray
DEPARTMENT STORE
Successors to W. W. Moore
177 N. Liberty St. Salem, Or.

SOUND TIRES SOUND ALL AROUND

VICK BROS.
Trade and High

Eat a plate a day

WEATHERLY ICE CREAM

Sold everywhere

BUTTERCUP ICE CREAM CO.

P. M. Gregory, Mgr.
240 South Commercial Street Salem

This campaign of publicity for community upbuilding has been made possible by the advertisements placed on these pages by our public-spirited business men—men whose untiring efforts have builded our present recognized prosperity and who are ever striving for greater and yet greater progress as the years go by.

Why Suffer With Stomach Trouble when Chiropractic Will Remove the Cause

Your Health Begins When You
Phone 87
for an appointment

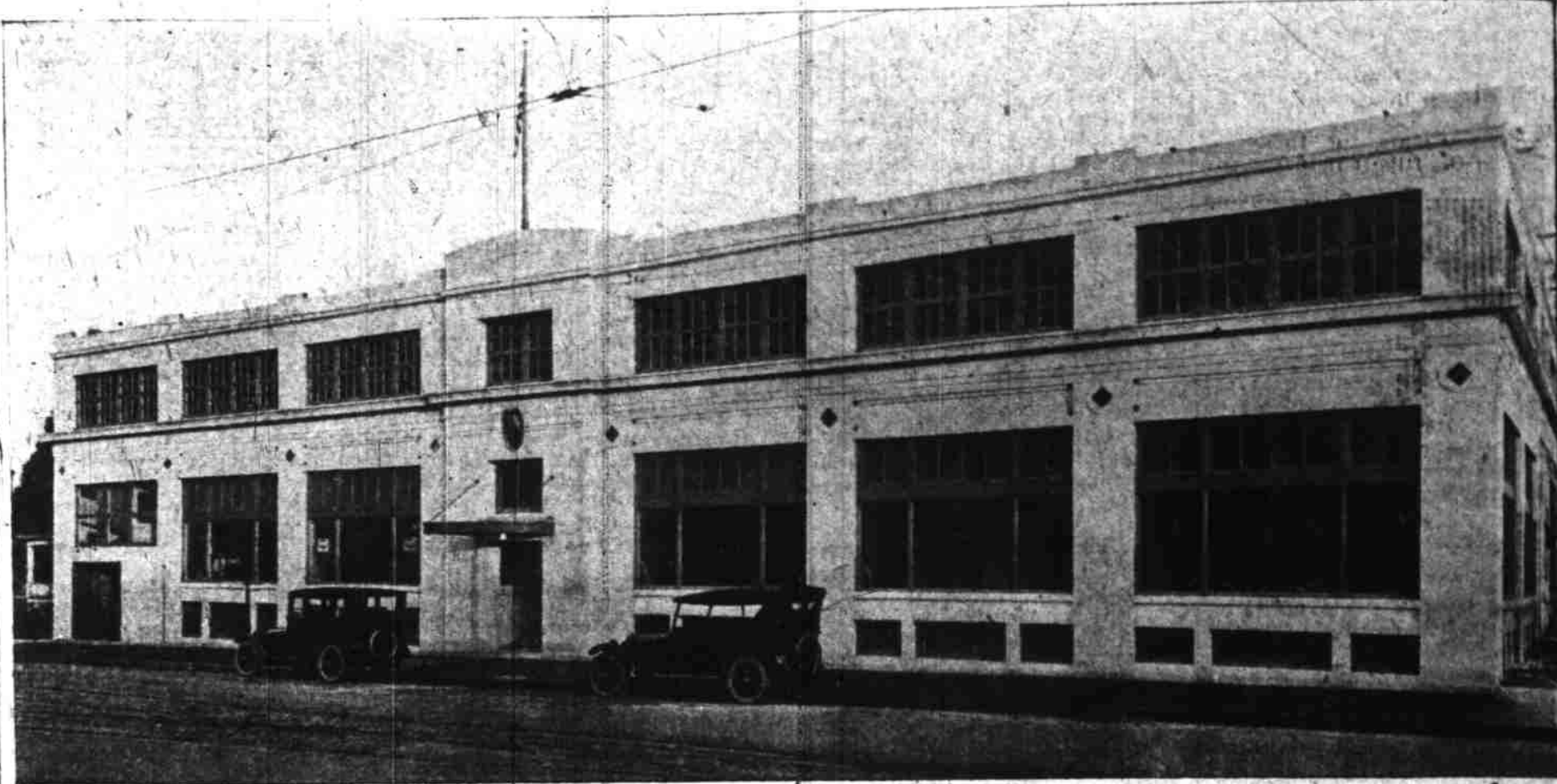
DR. O. L. SCOTT
P. S. C. Chiropractor
Ray Laboratory 414 to 419 U. S. Nat'l Bk. Bldg.
Hours 10 to 12 a. m. and 2 to 6 p. m.

DRY GOODS
NOTIONS
WOMEN'S READY-TO-WEAR
FURS
CORSETS

VICK BROS. PIONEER AUTOMOBILE MEN OF SALEM, HAVE BUILT UP A LARGE BUSINESS, HEADQUARTERS HAVING A BEAUTIFUL HOME, AND WITH TWO BRANCHES

They Have Shown Their Faith in Their Line of Business and in Salem, and They Have Been Active in the Promotion of the Best Interests of This City and Section — Their Lines Are Complete and Growing, and They Have Built Largely Upon the Service They Have Rendered Their Customers.

When one goes back into the history of the automobile industry in Salem he finds Vick Brothers playing an important part even back in the days when the automobile was quite a curiosity. Since those days Vick Bros. have developed a business reputation that is hard to equal in a city the size of Salem. Automobile Industry Has Grown to Immense Size



A View of the Beautiful and Commodious Home for the Salem Headquarters of Vick Bros.

KING'S FOOD PRODUCTS COMPANY

Dehydrators and Canners

Oregon Fruits and Vegetables

Salem Portland The Dalles Oregon

Wiring Fixtures
Mazdas
Electrical Appliances

Salem Electric Company

"If it's electric, come to us."
Masonic Temple. Phone 1200

Member Marion County, Inter State and National Realty Associations

L. A. HAYFORD
REALTOR

305 State St.
SALEM, OREGON

Our efforts will be to assist in every possible way the development of the fruit and berry industries of this valley

OREGON PACKING COMPANY

A Licensed Lady Embalmer to care for women and children is a necessity in all funeral homes. We are the only ones furnishing such service.

Terwilliger Funeral Home

770 Chemeketa St. Phone 724
SALEM, OREGON

We carry the following lines of PAINTS, Sherwin Williams Co. and Bass Hueter Co.

Also Everything in Building Material

Falls City-Salem Lumber Company

A. B. Kelsay, Mgr.
349 S. 12th St. Phone 813

We Are Out After Two Millions We are now paying over three quarters of a million dollars a year to the dairymen of this section for milk.

"Marion Butter" is the Best Butter

More cows and better cows is the crying need

MARION CREAMERY & PRODUCE CO.

Salem, Ore. Phone 2433

Vick Bros. are four in number: Chas. H. Geo. F. and Alfred J. of Salem; and Ben W. of Vick Bros.' Albany branch. Vick Bros.' entry into the automobile business was back in 1911, when automobiles were not as numerous as they are today on Salem streets. Their first place of business was in the Capital Garage, on Liberty street, selling the Ford car. The cars in those days were without front doors and used carbide lights. Sedans and coupes were unheard of. When we stop to look back we cannot help but notice the great progress the auto industry has made. Note the new cars now, with all their luxury and conveniences and comfort. One of the greatest achievements for the comfort in automobiles was the perfecting of the electric starter and lights. It would seem impossible to get along without them today. In 1913 Vick Brothers moved into their new building at 260 N. High street, now known as the Valley Motor Co.

A New Automobile Home Today Vick Bros. occupy an enviable position in the motor car industry. Last year they built an automobile home that Salem can justly be proud of. It is without equal in beauty and convenience in the state, and its equal is not to be found in many places outside of Oregon. A trip through this establishment will first of all convince one of Vick Brothers' faith in the motor car business, and second, will show one that they have utmost faith in Salem as a place to grow and build a line of complete cars.

Vick Bros. line is a complete one, including autos, trucks, tractors, tires and auto supplies and service. If you have more money than the average and wish a really fine car, their line of Paige cars will interest you. These come in two sizes, known as 6-66 and 6-44 sizes, and will soon be added to again by the Paige-Detroit Motor Car company. It is this company's plan to build a smaller six cylinder car that will sell for less money. This new car will be called the Jewett, named after Harry M. Jewett, president of the Paige company.

This new car will first be shown to Paige dealers during the New York auto show this month. If fortune has not smiled on you to such a great extent and you wish a little less expensive car, the Oakland Sensible Six should satisfy your desire for an automobile. The new Oakland has been improved in many ways over former models and is in every sense a real automobile.

As a low-priced, high quality car Vick Bros. offer you the Overland, which is so priced that almost anyone can own one. The Overland is famous for its easy riding qualities which comes from its peculiar spring construction. The Willys-Knight, the big brother of the Overland, completes the line of automobiles. Its finish and quality places it in the class with the finest in motor cars.

These cars are all on display in Vick Bros.' sales room, which is one of the most attractive show rooms in the state.

Line of Trucks Complete Vick Bros.' line of trucks is also complete. In the Federal line they have trucks of the larger sizes, and the Samson 1 ton and 1 1/2 ton fill the bill for the man who wants a light truck.

The Samson truck is built along new lines and this gives it many advantages over the average truck. It is especially designed to meet the needs of the farmer and fruit grower.

In tractors Vick Bros. have the Samson and Yuba, and a complete stock of farm implements is handled in connection.

Service Big Factor in Motordom Vick Bros. have always contended that no car is complete without good service being available in the hour of need. To this end they have equipped a complete repair department on the top floor of their building and have a force of the best mechanics on hand to take care of the car in trouble. This department is presided over by Willard Linker, who is ever ready to take care of your troubles. Vick Bros. have grown to the present position by taking care of their customers after the date of sale of the motor car.

Large Selling Force Employed Vick Bros. employ several competent salesmen who are in charge of C. H. Fainham, sales manager. In this department with Mr. Fainham are Byron C. Wright, J. W. Jones and Morris Race. George Vick also spends most of his time in the sales department.

A complete stock of repair parts is on hand in the parts department awaiting the time when Mr. Motorist is going to need some repairs. Auto supplies and tires are also included in this department and are in charge of Russell Smith, who competently fills the order of all in need of this service. The office is headed by W. J. Kaerby, who has long been with the firm.

Vick Bros. Have Two Branch Houses Vick Bros. not only operate in Salem but have branch houses in Albany and McMinnville as well. The Albany branch is in charge of Ben W. Vick, and is conveniently located on the Pacific highway entering Albany. This branch is housed in the garage building formerly known as the Highway Garage.

In McMinnville Vick Bros. have built their own place of business. This branch is headed by J. F. Hardin. The same ideals lived up to by the Salem office are in force in each branch.

When the big new steel bridge was built across the Willamette at Salem, the Vick Brothers gave \$500 for the privilege of driving

the first car across it. The Vicks have been royal good fellows in every line of community progress; nothing for the general good ever calls on them in vain. Business in Salem would be on a less high and personally gratifying plane, if their name were taken from the list of firms doing business here. Thousands of buyers would feel that they had lost real personal friends—buyers whose only relations have been in strictly business ways with these four brothers. The Vicks wouldn't have written any such eulogy as this—they are modest men, excessively modest and retiring; but The Statesman, feeling that it is their due, can say it—and how can they help it?

Walnut Growing Promises to Be One of Our Leading Oregon Industries

The following is from the January number of the Oregon Grower, the magazine of the Oregon Growers Cooperative association:

MILLIONS OF HENS ARE KEPT IN CHINA

One Fowl Per Person for the Four Hundred Millions in That Country

Some interesting information concerning the poultry industry in China is contained in a letter from C. M. Rappert of Gardena, Cal., to the Los Angeles Times.

Inasmuch as existing and threatened competition with Chinese poultry products is a source of not a little apprehension to American poultrymen, the letter is reproduced below:

Conservative estimates of the poultry industry in China fix an average of one fowl per person, so that 400,000,000 is not too high a figure. Canton consumes annually upward of 5,000,000 fowls. It is estimated that the average egg production of Shantung is 84 per adult hen. Southern China fixes, in many districts, an average of but 52 eggs per hen. The larger number recorded in Northern China is ascribed to a different food, for there legumes are fed to fowls, and this would tend to increase egg production.

Assuming that there is one adult male fowl to every eight adult females and that the latter average 72 eggs, the annual egg production of China would total nearly 25,000,000,000.

There are no large poultry establishments in China, but practically every family keeps a few fowls, which subsist, in part, upon the waste of the household. These eggs are sold to local markets in obscure towns at the rate of three for one cent, as a rule, but in cities where transportation facilities afford a market they are sold for a cent each.

Powdered egg yolks have been exported in recent years and there has developed a considerable trade in this line. About 50,000,000 pounds of powdered albumen and egg yolks are exported annually, the value of which is something like \$10,000,000. Powdered yolks go for the most part to the United States, Great Britain and Spain.

The Swatow breed of hens, white and buff, and the Black Langshan, called the Black Shanghai in China, are among the well known utility fowls. The Cochins, Brahma and Leghorns are prevalent in Shantung and Northern China. The Siky and Frizzle breeds, native fowls, are used for medical purposes only, as the flesh is thought to contain health-giving properties. They bring double the price of utility fowls.

In China the incubator is really a hot-house. Thousands of eggs are hatched in them at one time. The average daily hatching of 15 incubators in Canton during 1913 was 2800, while there were several incubators which hatched as many as 12,000 per day. Ordinary incubators in China are constructed of bricks, about six feet

by twelve, and are ten feet high. Eggs are placed in baskets, which are stacked in tiers around the inside walls. Each basket contains about 300 eggs. Many of the larger incubators handle from 200,000 to 250,000 at a time. When eggs are heated to the proper incubation temperature, they are transferred to long cylindrical baskets, about 1000 to the basket. These baskets have heavily padded walls of non-conducting material, which is heated to the proper temperature before the eggs are put into them.

Three times a day the eggs are transferred to freshly heated baskets, and receive during the moving the proper turning and airing. At the end of three weeks the eggs are transferred to trays six feet wide and eighteen feet long, each tray holding from 6000 to 10,000 eggs, according to its depth. The bottoms of these trays are lined with heavy paper and felt, a similar covering being placed over the top of the eggs. As the hatching period approaches a part of the eggs are removed to make room for the chicks.

Temperature in Chinese incubators is registered without a thermometer. The attendant, when he enters the incubator, takes an egg and places it against the sensitive skin of the closed eyelid. By this method, after long training, he is able to gauge temperature accurately.

Operators sleep in the incubators, or in rooms communicating. Sometimes several are on duty constantly. Hatches average 75 per cent of fertile hen eggs and about 90 per cent of duck eggs. At the end of the third and seventh days the eggs are candied and the infertile ones sold.

LARGE YIELDS OF LOGANBERRIES

More Than Eighty Tons from Twenty Acres Produced By Newberg Man

The following is from the January number of the Oregon Grower, the magazine of the Oregon Growers Cooperative association:

A. S. Mellinger, of Newberg, has 20 acres of bearing loganberries which this year produced more than 80 tons of berries. This is the third largest yield per acre reported by any grower delivering berries to the Oregon Growers association this year. The heaviest yield averaged five and one-third tons to the acre and was produced by Carl Aspinwall of Gervais. He harvested 43 tons of Loganberries from 8 acres.

L. H. Martin, of Gervais, produced 4.7 tons per acre on nine and one-half acres, making the second largest yield of berries among members of the association this season.