

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

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

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 Bldg.
Hours 10 to 12 a. m. and 2 to 6 p. m.

DRY GOODS
NOTIONS
WOMEN'S READY-TO-WEAR
FURS
CORSETS
Kalinsky Bros.
466 State St. Phone 877

A. C. BOHRNSTEDT OF SALEM HAS HAD A PART IN THE PLANTING OF 2000 ACRES OF SPLENDID FRUIT IN MARION AND LANE COUNTIES. MANY ACTIVITIES

Organized Two Federal Farm Loan Associations That Are Solid and Sound—Thinks All Men Ought to Carry Life Insurance, and Business Firms Business Insurance—Is Active in Social Work, in Unique Ways—Has Helped the Flax Industry in Salem District—A Business Romance Connected With the Coming of Mr. Bohrnstedt to Salem and Carrying a Heavy Load for Nine Long Years.

A. C. Bohrnstedt of Salem couldn't claim to be the originator of the Big Red Apple or the Perfect Pear or the Purple Prune in the Willamette valley; but he has had a part in planting nearly 2000 acres of splendid fruit in Marion and Lane counties—and that's a tribute worth while.

Mr. Bohrnstedt came to Salem as manager for the Waldo Hills Orchard company, which had set out 500 acres of fruit. If it wasn't all easy studding for the original

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 1209

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 in a necessary 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. Kolsay, 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 2483

Member Marion County, Inter Sta and National Realty Association
L. A. HAYFORD REALTOR
305 State St. SALEM, OREGON

DIXIE BREAD
Ask Your Grocer
SALEM BAKING CO.

G. SATTERLEE AUCTIONEER
Phones: Residence, 1211 Office, 1177
SALEM OREGON

BETTER YET BREAD
It Satisfies
Made By
MISTLAND BAKERY
12th and Chemeketa
Order from your grocer

Seamless Hot Water Bottles and Combination Syringes Guaranteed Not To Leak
Prices from \$1 up
Brewer Drug Co.
405 Court St. Phone 184

loans put out through this agency. It's sometimes a superhuman achievement to stand aside and properly judge values in fast-moving city property that may go way high or drop to the cellar in a single day; there aren't very many who can keep clear of the speculation bug when things are happening. These farm and city records, however, prove that it can be done, even if it is unusual.

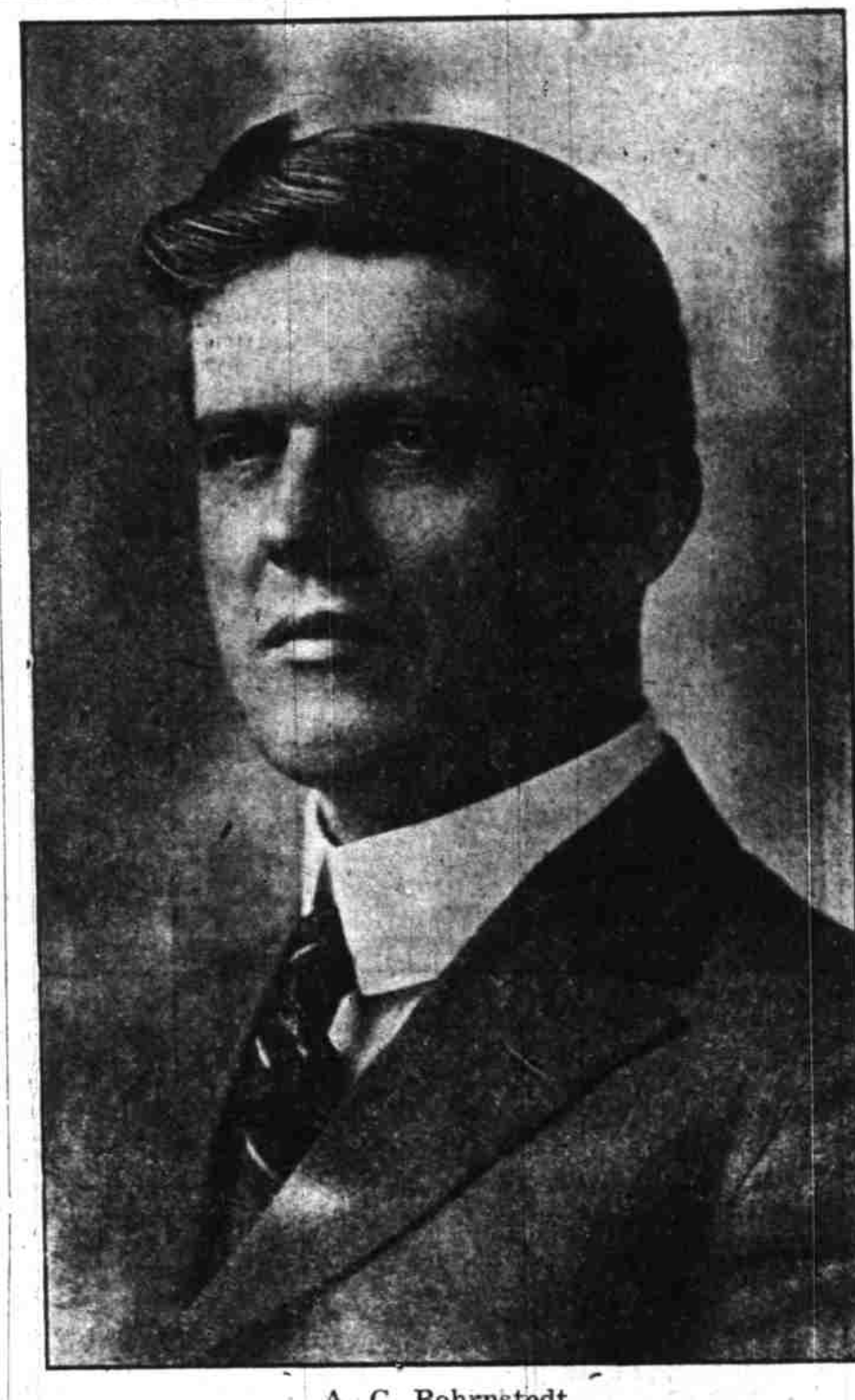
Should Carry Life Insurance
"A man ought to carry life insurance," he says, "and get into the habit of saving. Ninety-five out of every 100 young men would be perhaps better off physically and morally, even outside the habit of saving, if they'd devote the cost of a good insurance policy to that purpose rather than to the careless spending that is so common. But the money that they lay aside for their future families or estates, and the habits of thrift and regularity that are fostered by such an investment and evidence of stability are of course the big thing. I feel that it is an everlasting favor done to any young man to get him to take out a good insurance policy; he is going to be a better citizen, a better husband and father, a saner American, for having this anchor."

"Nothing that a young man can do is of greater importance than the life insurance trust in human-kind. It teaches every man that there is a race of which he is a part, that in the aggregate is safe and sane and progressive; it is the exact antithesis of all the bolshevism and destructive tendencies that strive to extort 'equality' by preying on others out of their own sort. It is the absolute leveler of class distinction and cheap aristocracy; it brings all men to one common level as to their value to society. The life of the laborer weighs exactly as much in the insurance scales as the pampered son of royalty—and no more; a life is a life, and they're all brothers."

Bank training ought to be invaluable to the realtor, the confidential fiscal agent who buys and sells for others, the man who loans the funds of others. It may not instill the idea that money is a fetish, a sacred thing to which everything else is subordinate; but it lays a solid foundation for valuations and methods.

Business Insurance
"One line of business insurance that is growing mightily in favor is that of insuring the partners or essential executives so that the business could be carried on with out too serious interruption in case of a death. In a partnership, for instance, upon the death of one partner, the heirs could call for a division, however disastrous it might be to the business of the remaining partners. So the habit is growing for every partner to take out insurance, the firm paying the policies as general expense, and the survivors are then always safe against a disaster if one passes away and his heirs should chance to be troublesome. To insure the chief executive in a business that depends so largely on the personality of the one man is obviously good practice. I feel that it is a distinct contribution to the stability and safety of society to write such policies as these; that keep the business world safe and sane against needless wreck."

Active in Social Work
Mr. Bohrnstedt has been active in social and church work ever since coming to Salem. He is a member of Leslie Methodist church, and head of the Live Wire Sunday school class, an unique organization that reflects some of his business and social ideas. It has a membership of about 150, which is constantly growing larger as the class activities gain foothold. It is an employment bureau that in the past year has found part or full time employment for 30 or more young people, many of whom are students in Willamette university. It is a social and political and friendship and religious club that aims to get a broad perspective of a com-



A. C. Bohrnstedt

plete life. It isn't exactly a matrimonial agency, serving for the pure joy of seeing friendships ripen into love; but there have been many delightful romances of the kind that promise to shine on through the years and through all eternity, brought about by the class activities. The class has perhaps no counterpart in the Northwest in size and efficiency. Once every spring the whole "gang" go as guests to the Bohrnstedt home for an elaborate feast and jollification, and there the engagements of the year are announced. Some of these betrothal lists look like a whole school census.

The Realtors' Association
Mr. Bohrnstedt was one of the organizers of the Marion County Realtors' Association, and has been active in making the organization a stronger moral force for clean, progressive, good real estate business.

Promoting Flax Industry
Mr. Bohrnstedt, appointed as chairman of the flax committee of the Realtors' Association to investigate the flax conditions of the Willamette valley, prepared the constitutions and by-laws of the two new associations which have been formed to promote the splendidly promising industry. They were adopted "without the dotting of an i or the crossing of a t," and promise to stand as industrial monuments to the men who have furthered the work. Mr. Bohrnstedt had a large part in the organization of a score of corporations, some of them of imposing proportions.

Farm Loan Money Needed
Mr. Bohrnstedt looks for the differences in policies that have hampered the allocation of federal funds to farms as contrasted with other more speculative securities, to be adjusted, so that the federal funds will soon again be

available for farm loans in this part of the west. Farming has been hard hit everywhere; perhaps the Willamette valley has suffered less than most other sections, but still there is an acute shortage of ready cash. If all the difficulties can be adjusted, there may be a resumption of loaning this spring that will put the Willamette valley farmer in a way to finance all his reasonable farm operations, and insure prosperity for the year to come.

A Business Romance
There is an interesting business romance connected with the coming of Mr. Bohrnstedt to Salem as a resident. While living in Minneapolis, ten years ago, he became interested in the Waldo Hills orchard planting company, and also a corporation that did some extensive orchard work in Lane county, near Creswell. He came out here as president and manager, with no obligation or expectation of investing further. But when his eastern associates got cold feet following a temporary slump in the fruit business, and it looked as if an ignoble bankruptcy was inevitable, Mr. Bohrnstedt, because his name and moral credit were involved, took up the load. He has carried it for nine years, without profit, without hope of reward save his own approval; until now it is practically paid up and off the books. There are not enough of that type of men in business, in Salem or anywhere else!

First Stage Line Files Petitions
Portland-Newberg Company Ahead of Others in Following New Law

The Portland-Newberg Stage company is the first to make application to the public service commission for authority to operate stages under the act of the special legislative session placing stage lines under the jurisdiction of the commission. The company operates six cars.

THE PRUNE PRICES HAVE BEEN LIFTED

The Largest Sizes Up Two Cents, and There Is Going to Be a Cleanup

Following is a news bulletin of the Oregon Growers Cooperative association, under date of Tuesday, the 10th:

Prices of prunes have been advanced by the Oregon Growers cooperative association following an increased demand which during the last week has moved ten cars of the association prunes. Eastern buyers are awakening from their lethargic attitude and finding that Pacific coast stocks of prunes are as they have been represented—very short.

The advances embody an increase of 2 cents a pound on 20-30 Italian prunes, 1 cent on 40-50, 50-60 and 60-70 Petites and three-quarters of a cent on 70-80, 80-90 and 90-100 Petites. An increase on 30-40 Italians has not yet been named, but it is expected this will be fixed within the next few days by the association's advisory committee of prune growers.

A second boost in the price of prunes has been announced by the California Prune and Apricot Growers, Inc., which brings their total advance over their opening prices up to 2 cents on 30-40s, 1 1/2 cents on 40-50s, 50-60s, and 60-70s and 1 cent on 70-80s, 80-90s, and 90-100s.

It has been erroneously represented in some unauthorized press reports that the association's entire stock was sold. Certain lines of the association's prunes are entirely closed up, including all Italians smaller than 30-40s and all Petites in the Willamette valley, but the association still has holdings in other lines, though these are materially reduced and form but a fraction of the earlier tonnage.

The outlook at the present time is said to be most encouraging, and an early clean up of all of the coast stocks is expected.

THE PETITES ARE ALL SOLD OUT NOW

Looks Like the Market Will Be Bare of Both Dried and Canned Fruits

There is every indication that the markets will be about bare of both dried and canned fruits by the time the supplies from the coming crops are ready to roll towards the customers. The following is a news bulletin issued by the Oregon Growers Cooperative association under date of Monday of this week:

Renewed activity in the prune market entirely cleaned up all of the Oregon Growers association petite prunes in the Willamette valley. A large tonnage of the association's holdings of petites in the Umpqua valley went at the same time.

Increased prices on California prunes have created a demand for Oregon stock and several cars were sold during the last week, a part of them going to foreign buyers.

There has been a tendency on the part of eastern buyers to discredit information coming from the coast that holdings of prunes at the present time are very light. However, they are beginning to realize that a shortage actually exists and the market is showing signs of a rapid awakening.

Read the Classified Ads.