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



Eat a plate a day

WEATHERLY ICE CREAM

Sold everywhere

BUTTERCUP ICE CREAM CO.

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

This campaign of publicity for community upbuilding has been made possible by the advertisements placed on these pages by our publicspirited 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.

of this article lies in the wide

range it covers and the specific

For the benefit of day-old chick

buyers and others, there is print-

ticle dealing with chick feeding:

hatched. Feed the healthy ones

thirty-six hours after hatching.

First period: For two or three

days feeds may be one or a com-

bination of the following rations.

one only at a meal: (1) Eggs

of stale bread: (2) Stale bread

crumbs and sweet milk: (3) Pin-

head or steel-cut oatmeal, dry;

(4) Finely cracked wheat, dry;

bread, cracker crumbs, milk

(sweet or sour), are handy, feed

for variety. Feed gra'ns after

three or four days; if not on

range, use cabbage, lettuce, man-

gels, lawn clippinge, apples or

clipped ends only of sprouted

weeks of age, grains and seeds:

Feed whole wheat and cracked

corn if wholesome. Only the

sweetest and soundest grains are

fit for the young stock, any moul-

result in big losses.

tends to rapid growth.

the care differs from that of

range chicks, in that green and

arimal foods must be provided.

and also exercise. If too clovely

confined, it is almost impossible

to grow chicks at a profit, even

with the most constant and faith-

department of agriculture advise

poultry keepers to feed about one

egal weight of mash (about 112

quarts) daily to twelve mature

Rocks, Rhode Island Reds or

Wrandottes or about sixteen hens

of the small or egg breeds. This

914 tounds of each to 100 general

will cat about seventy-five pounds

of feed in a year, while a la

Seamless Hot Water

Bottles and

Combination Syringes

Guaranteed Not To Leak

Prices from \$1 up

green stuff which she eats.

horn will consume about fifty-

hens of the general purpose

dy, bin-burnt or tainted feeds will

Dry mashes: These should be

Second period, two to six

weaker ones twelve hours later.

Give sharp, dry sand as soon as

ed below the portion of the ar-

instruction it gives.

Phone 87 for an appointment

Your Health Begins When You

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

Eyes Tested

Lenses accurately duplicated. Op-tical repairs carefully and promptly made

Hartman Bros.

Jewelers and Opticians

Salem, Oregon

Save

Your Clothes

Save Work and Worry by having your laun-dry work done by the

Salem Laundry

Company

136 Liberty St. Phone 25

OWPCO.

Broom Handles, Mop Han

dles, Paper Plugs, Tent

Toggles, all kinds of Hard-wood Handles Manufac-

tured by the

Oregon Wood

Products Co.

West Salem

Glasses Fitted

THE FEEDING OF BABY CHICKS IS AN IMPORTANT SUBJECT NOW

The Practices and Instructions of a Successful Breeder, Arthur C. Smith, Who Raised Single Comb Brown Leghorns and Barred Plymouth Rocks and Is Now A Member of the Faculty of the Minnesota University.

The Statesman is often in re- though this subject will be taken ceipt of requests for back numbers up again in order. of the issues of the Salem Slogan. It is suggested to interested numbers that ran for two years subscribers of The Statesman on Thursdays, and of the Pep that they file these numbers, or

ing up the same kinds of subjects. cern them, as some subscribers For instanne, there is now in do. hand a letter, just received, ask- There have recently been ining for one of the Mint numbers, quiries concerning the proper which cannot now be supplied; feeding of baby chicks. The prac-

and Progress numbers that are clip and file the articles referrunning now on Thursdays, tak- ring to special matters that con-

(5) Finely cracked, well-seasoned corn, dry; (6) A good commernial chick feed, dry. Feed lightly and often and keep the chicks active. Feed chick feed, or finely cracked grains in a fine, dry, light litter, KING'S FOOD PRODUCTS until two weeks old. If stale

Dehydrators and Canners

Oregon Fruits and Vegetables

COMPANY

Portland

Oregon

Wiring Fixtures Mazdas **Electrical Appliances** Salem Electric Company

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

MONEY TO LOAN On Farm Land FIRE INSURANCE

Your Buildings **REAL ESTATE**

L. A. HAYFORD 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

Capital City Laundry

Quality and Service

Phone 165

Monuments and **Tombstones** Made In Salem This is the only monument works in Salem

Big Stock on Display Capital Monumental

Works

Made In Salem experienced Swiss Cheese Swiss Cheese Cream Brick Cheese

Limberger Cheese Order from the factory or from your grocer Salem Cheese Factory Phone 81F11

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

SALEM, OREGON

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

Everything in Building

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

"Marion Butter"

crying need

MARION CREAMERY & PRODUCE CO

DIXIE **BREAD**

Ask Your Grocer

SALEM BAKING CO.

G. SATTERLEE AUCTIONEER

Phones: Residence, 1211 Office, 1177

OREGON BETTER YET

> BREAD It Satisfies

Made By MISTLAND BAKERY 12th and Chemeketa

Order from your grocer

Brewer Drug Co. 495 Court St. Phone 184

member of the faculty of Minnesota university, but for years a very successful breeder of S. C. USANBERRES ingly high prices and exceedingly low prices. I hope we will never see either one of them again. We Brown Leghorns and Barred Plymouth Rocks, as told by himself, will furnish valuable suggestions to many readers. The value

> The Largest Berry Grower in Oregon Tells of Some of His Experiences

(At the berry growers' conferences in the offices of the Oregon Growers Cooperative association in Salam, December 20-22. Hon. Sam Brown of Gervais, the largest berry grower in Oregon, spoke boiled hard, or mixed with crumbs of his experiences as follows, as reported in the February number of the Oregon Grower, the magazine of the Oregon Growers Cooperative association:

My first crop of loganberries was in 1908, from a 15-acre yard, Fortunately, yes, very fortunateiy, it was a very small crop. The less we had the less ye lost. The enameled can was not known at



provided and are essential to the that time and the loganberry likes best conditions of health and to eat itself out of the tin as fast consist of corn meal, bran, mid-shy. Drying, juicing and other dlings, sifted or finely ground methods of preserving were not oats, 5 per cent by weight of known at that time-not known sweet, clean beef scraps, 10 to 15 commercially. The only way we per cent of bone meal for lighter had of disposing of berries was breeds, but 5 to 10 per cent for through commission merchants.

the larger breeds. Supply clean erly. Fortunately in 1910 the en-Third period, eight weeks to ameled can was past the experimaturity, on free range: Both mental stage and canneries began grains and dry mash should be to take the berries. I went to fed in hoppers. Grain: Cracked the Oregon Packing company in corn, wheat or both mixed. Mash: May, 1910, and my knees shook equal parts by asked them if they would buy weight. A half pound of sa't to them. 160 pounds of mash: 5 per cent "I will take a shot at them and by weight of bone meal; 5 per give you 21/2 cents, and you furcent by weight of good beef nish your own crates." You bet Milk in any form is a I jumped at it. Didn't wait a good substitute for beef scraps. minute. The crates were to be If rapid growth is desired, feed returned to us. In 1910 I made alfalfa beef scraps in a separate hopper a little money because labor was or box. A constant supply of cheap. I got the berries picked back on my investment. In 1911 crease the amount of work required to raise chicks. If attempted,

killed so many that we got a very Pruning Improves Quality is a bad proposition. care to have any great big recordbreaking crop. We do our train- other berries. pruning out your apple or pear then what I had done.

truit, apples or anything else. daily to 100 Leghorns and about one marketing organization. tange or large yards containing ization, stick to it, stay by it with I know, all the energy in you. green feed a general purpose hen give it your berries but your moral support. It has its trying weather permits times just as well as any other five pounds in addition to the organization. Stay by it. Cooper- free from the cane borer, due If you do not stay with the associ- train our berries in the fall. to go down to failure and ruin, yards in the country, but I am If you stay with them it means convinced that our yards would

ganizations like this, small grow- is made to locate all infested trade. ers can not exist. By combining canes and the borer killed by your crops you have a sufficient means of a wire thrust down into 20 per cent of our loganberries, years until we now control about quantity to make it an object for the cane. Then we got mixed up but we have had seasons when 90 per cent of the tonnage and They will come after them if the ing we got rid of it. Then we such an extent that 50 to 60 per whom about 400 are active growdemand is more than the supply, kot mixed up with the raspberry cent of our logans were forced inbut what you want to know is sawfly. He is a little animal that to the cannery. In 1916 when the handled in 1920 was approximatethat they will take it when the if you don't get him first he will demand for logans was not equal by 3,000 tons, 400 tons being lo-

to sell the crop one year and lose it the next two or three. Business is not an experiment

any more. We have had exceed-

are entitled to fair prices for our investment and trouble, but not entitled to the exorbitant prices

er than this organization. Inv ated Own Machinery As to the method of cultivaion. We bought a little Holt caterpillar seven years ago and it has proved a most excellent machine, backed by an excellent company, whose interest only begins in you when you buy a trac-

for. I am not an agent for the Holt people, but I have given everybody his due. We are running that tractor yet. When we started out in the tractor business there were no tools made to use with the tractor. We had to design our own tools. We invented

as leave think of going without very profitable. cultivation in the spring as of We do not regard you Oregon

We sow it every year. We use nitrate of soda and su- tition can be removed. per-phosphate as commercial fertilizer, and also what barnyard manure we have, and from our come to the conclusion it pays wonderfully to intelligently fertilize your loganberries and eversame fertilizer for evergrens as loganbrries. We are trying sulcollege. I am also trying a little nitrate of soda at the rate of 150 successful and asked me to try it this fall, which I did. I also have obtained some wonderful results from the use of sulphur on

chief point of interest now among both milk and dry beef scraps for a cent and got some money growers, and it should be, too. In 1919 we put nitrate of soda on and 1912 we left them lay on six rows. I did not let anybody ground and the de-back on the ranch know where I put it. Soon after we started in picking ber of canes to grow from each the devil is the matter with those found through experience that it out of them. I don't know what trees, a better quality of fruit is nitrated all of our yard this year, obtained. Herries are going to yet those six rows that we put he paid for according to quality the nitrate on the year before the same as any other lines of bore one-half more berries this I want to say-to touch on the convinces me that the nitrate of think of sticking to one firm or one year, but you will also receive you are a member of this organ- years. How many is more than Today our yards are practically

> ation means exactly whit it says, principally to the fact that we ation, sooner or later it is bound to not know about the other heart that without cooperative or. and keep him down. An effort!

(At the berry growers' conferreceived in the year 1920, or the ences in the offices of the Oregon very low prices in the year 1921. Growers Cooperative association There should be, and there will in Salem. December 20 to 22 be, a happy medium and nothing Frank B. Bill, manager of the Seis going to bring that about soon- bastopol Berry Growers association, of Sebastopol. Cal., delivered the following address, published in the February Oregon Grower the official magazine of the Oregon Growers' Cooperative associa-

If I can, in giving you a short sist you in solving any of your idea of your conditions here and crops. some of the problems facing you. some and improved others until They do not differ much from our we have a nice line to work with. own. We have a market tor fresh Now we keep only two horses on berries which you do not have.

Our success consists principally We use a very intensive but in this, that we have been able to shallow method of cultivation. gain and retain the confidence of his entire crop of 50 tons at growers mainly through getting we can do a lot of harm by cul- them better prices for their bertivating too deep. We make drain- ries than they could otherwise get age ditches in fall and low vetch We have also built up a good We would just shipping trade which has proven

doing without sowing vetch in the and Washington growers as com-We got petitors, in the sense in which that retch in about one-third of our word is applied to business generyard this fall but did not get it ally. It is true as matters stand all done. Our vetch grows about now that we are competing with three and four feet high. It is you to a certain extent, but we are looking forward to the day when this small amount of compe-

Markets Must Be Developed This is no serious problem of production, nor am I ready to believe that there is yet a problem cooperative organization alone can develop it. Your problem and our problem is to find a profitable market for that which we pro-We in California have learned that the grower must not only produce the best quality of commodity possible, but he must also through proper cooperation not, can not be placed on those dealers, brokers and canners, too. if you please whose sole interest in the business is prompted by the profit they themselves derive

from its conduct You will understand that our whole district is in one section A country of rolling hills and with much clayey soil resembling in many ways your Salem district here. The Gravenstein apple is our best money maker and the principal reason we are in offering as they do, quick returns, were the best crop to interplant with, so that an income might be had while the trees were coming to maturity. We still have many acres of undeveloped land so that

In addition to handling berries stockholders engaged at the start of our organization in a retail hav, grain, feed, box shook, spray material and fertilizer business. round organization Many Berries Shipped Fresh

or approximately one-third of our production which without cooperation would never have been developed. And it has always been In normal seasons we ship about 125 carloads of 600 24-pint double loganberries. This business has not, we want to help you. ton each year than has our canbe almost wiped out within a few three times as many loganberries only a small percentage of the nery grade. We have markets for as we are now shipping and we are berries of Sebastopol section unurging our growers to plant lo- der contract and with only ganberries to take care of this small membership, about

the buyers to come after them, with the anthracnose. By spray- weather conditions interferred to our membership numbers 475, of supply is equal to or greater than get you. By spraying we are to the supply we put in a logan-the demand. We can not afford able to hold him in check also. berry juice plant and leased it to

a San Francisco firm; For the berries crushed that season we received \$50 per ton as compared with \$38 for canning grade: Our association has made hun-

dreds of thousands of dollars for our growers in the 13 years we have been operating. Let me give you some figures to prove this statement. In 1917 there was still a considerable tonnage of berries outside the association. We urged these growers to join the association that year, as we had been doing every year, but without much success. The majority of them wanted to se'l their own crop and wanted to know what they were going to get for it.

Examples Prove Value

Our own growers delivered to us that season 2200 tons of berhistory of my association, the Se- ries. Had there been no associabastopol Berry Growers, bring to tion the offering prices would in you any information that will as- all probability been lower than the \$50 to \$55 a ton, but using own problems I shall be greatly those prices for a comparison and pleased. And if I can, as I expect our profit on the 500 tons as a to do learn something from this basis for figuring, our growers reconvention, I shall be both pleased ceived because of the association and satisfied. I shall have some that year, \$79,200 more for their

Here is another example. One of our growers who had a crop of 50 tons of loganberries in 1919 decided that he could make a better sale than the association so he withdrew his contract and sold per ton. Had he remained in the association he would have received \$248 per ton. He consequently received \$143 per ton else, or the eat sum of \$7150 less, than he would have been paid had he re-

mained loyal. These examples prove conclusvely that cooperation pays and that the Sebastopol Berry Growers association has justified . Its existence and that it has done something for the berry growers of the Gold Ridge section. What our association has done, your as-

sociation can do. Your problem is bigger than ours. You have many times more berries and you do not have the shipping outlet. However, I believe that the fact of our shipping so many loganberries fresh will serve to create a demand for the canned berry, the evaporated berry and for loganberry juice. It is up to your growers to organize and help create this demand by judicious advertising and by putting out your products manufactured by yourselves and under your own brands, fill the demand with profit to yourselves.

National advertising campaigns; universal grades and brands, to sav nothing of distribution of highly perishable products, as well as those rendered less perishable but none the less seasonal, by proper preservation, can not and will not be developed or carried on by private firms It is true that certain of our larger packers have done and are doing some very good advertising of our products, but their efforts do not them that the growers' own campaigns have. Neither does it have the appeal to the ultimate consumer that the growers' own ef-

Striving Towards Goals The ultimate goal of our Californ'a Growers association is the placing in the hands of dealers our products properly graded, packed and branded in our own plants, and under our own supervision. Part of this program is now being realized by several of our larger

My own organization has much to do before we reach this goal. but we are surely working toward This goal we know can only be reached by the thorough organization of the producers. The We have developed a market producers must organize and stay organized through thick and thin. Your own "Mistland" and other brands, the general plan and conduct of your a profitable markat. I refer to organization points out the same our middle west shipping trade. goal. Your Oregon Growers must organize as we are organized; otherwise you will peopardize our deck crates, or about 750 tons, of sduccess. We may be selfish in which one-third to one-half are our interest in you, but selfish or

The Sebastopol Berry Growers association organized about 13 years ago has achieved some mea-In normal seasons we can ship gradually gained through the growers out of about 250 we have

(Continued on page 7)