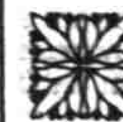


Pep and Progress Pages



Valley Motor Co

260 North High Street

Phone 199

Boost This Community by Advertising on the Pep and Progress Pages

Statesman Classified Ads. Cost Little But Pay Big

HOTEL MARIOTT SALEM, OREGON

The Largest and Most Complete Hostelry in Oregon Out of Portland

DODGE BROTHERS SEDAN

Bonesteel Motor Co.

1848 E. Com'l St. Phone 4

W. W. ROSEBRAUGH CO.
Foundry and Machine Shop
17th and Oak Sts., Salem, Or.
Phone 886



Big crowds will gather round about to see flames take your home. But when your loss is figured out you stand it all alone. The Journal of Commerce statistics show the following fire losses in America for July 1919, \$20,130,000; for July, 1920, \$25,135,025. Build of Hollow Tile and help prevent this waste.

SALEM TILE & MERCANTILE CO.
Brick building tile, drawn tile
Phone 917
Salem, Ore.

visited relatives in Silverton Sunday. A social evening was spent at the home of Mr. and Mrs. W. T. Hogg Saturday evening. Music was the main feature of the evening. At a late hour refreshments were served. Those present were Mr. and Mrs. Arthur Rich and Daughter Mildred, Mrs. Albert Rich, Miss La Verne Rich, Miss Myrtle Anderson, Miss Emma Larson, Miss Ruby Anderson of Silverton, Mr. and Mrs. Hogg and daughters, Loraine and Doris.

Mrs. Nellie Lawrence and small son are visiting Mrs. Oscar Davidson and family at Molalla. Mrs. Lawrence expects to visit her grandmother in Portland before returning home.

Miss Ruby Anderson of Silverton is visiting her sister at Noble this week. John Brougher, who is attending Willamette university is spending his spring vacation with his parents.

Miss Marie Bartos, who was operated on Monday at the Oregon City Hospital for appendicitis is reported getting along well.

Miss Emma Larson visited her parents at Silverton Sunday. Ray Teller of Mt. Angel visited his sister, Mrs. John Wabel and family at Crooked Finger over Sunday.

The royal family of England is busy picking a wife for the prince of Wales. It must be interesting for Edward.

One Dealer Errs

"Down in Birmingham, Ala. I was in a jobber's place when he received a phone order for 25 boxes of apples for an out-of-town store. They talked over prices and finally the buyer paid \$3.15 for Black Ben Davis, when Wine-saps would have cost him only \$3, and the Yellow Newtons at \$2.85—and the Newtons are as much better than the coarse Ben Davis as silk is better than shoddy or wheat than peanut-shells. The buyer simply didn't know the difference. It is the duty of the northwestern growers to tell these buyers the difference and fairly make them buy.

"Here in the Willamette valley the Oriley, Rome Beauty, Grimes, Winter Banana and Gravenstein apples are the best. We ought to specialize in them, and no others. A few other varieties can be added for other parts of the state: the Wagner, Jonathan, Delicious, Spitzenberg, Newtown, Rome Beauty and Winesap. If we'd stick to these standard varieties that exactly suit our country, and advertise them and handle them rightly, we would do for the apple business what the Californians are doing for their products."

Northwest Doctrine Preached

To commercial clubs, growers' associations, marketing organizations, Rotary clubs and other organizations Professor Lewis is preaching the gospel of organization and forcing the district of "The Northwest" and the name "Oregon," in particular, into the American and world markets, as a business proposition. The Portland meeting Tuesday included three states, southern Idaho, Washington and Oregon, in an effort to start a gigantic campaign of business information helpful to all.

SCOTT'S MILLS NEWS

SCOTT'S MILLS, Ore., March 29.—Misses La Verne Rich and Beatrice Amundson who are attending the University of Oregon, are visiting their parents during their spring vacation. Dr. and Mrs. O. L. Scott and family of Salem visited Mr. and Mrs. Charles Scott and family on Sunday. Miss Loraine Hogg of Salem visited her parents over the week-end. Mr. and Mrs. C. D. Hartman

OUR TREES
Carefully Grown
Carefully Selected
Carefully Packed
Will Give Satisfaction to the Planter

SALEM NURSERY COMPANY
428 Oregon Building
Phone 1763
Additional Salesmen Wanted.

Peerless Bakery
Makers of
Peerless Bread
9c-13c
Try Our Doughnuts 20c
170 North Commercial St.

Webb & Clough Co.
Leading Funeral Directors
Expert Embalmer
Cor. Court and High St.
Phone 120

Silverton Foundry Co.
Iron and Brass Castings
Sawmill and Logging Repairs, Hop and Fruit Stoves, Castings of all kinds
SILVERTON, OREGON
Phone Green 931

USE BUTTER CUP BUTTER
Capital City
Cooperative Creamery
137 S. Com'l St. Phone 299
Our Idea: Our Method:
The Best Only Co-operation

DRAGER FRUIT CO.
Dried Fruit Packers
221 S. High St., Salem, Or.
Always in the market for dried fruits of all kinds

THE CAPITAL BARGAIN HOUSE
Buys and Sells Anything
Associated with
CAPITAL JUNK COMPANY
315 Center St. Phone 398

W. T. Rigdon & Son
Progressive
Funeral Directors
SALEM

Statesman Advertiser
Have **PEP**
Consequently Their Business Shows **PROGRESS**

THE BOY SCOUTS
deserve the support of everyone who wishes to inculcate high principles of manhood into the youth of our land. This space paid for by Thielsen & Bahn

OREGON APPLES SHOULD BE PROMOTED, DECLARES LEWIS

The Northwestern Boxed Apple association, a somewhat nebulous but potential organization of Pacific fruit men, met in Portland Tuesday. The national and perhaps international advertising and sale of the boxed apples of the northwest was its avowed object.

Prof. C. I. Lewis of Salem, assistant manager of the Oregon Growers, was one of the important speakers. He was loaded with ammunition gathered in his recent marketing tour of the United States. Some of his best material he brought from California, to transplant into the business of the northwest appleman.

Advertising Lifts Depression
"Roger Babson, the great statistician, says that California advertising and marketing systems have lifted the business depression of the since-the-war period," said Professor Lewis.

"It has been shown that down in California the growers have been made prosperous even last year, the only section of the United States that actually made money. I visited the manager of the Central California Berry Growers' association, at San Francisco, recently. Last year they were offered only 3 cents a pound for their strawberries, less than the cost of production. The berries were ripe; they must be sold, or be a total loss. The association with 400 members took to the newspapers and to the printing offices. They called on the public to buy direct, and at once. They laid their cards on the table, and went to work to sell their stuff.

"Instead of selling for 3 cents they got 9 cents for their logans, 10 cents for their strawberries, 6 to 7 cents for blackberries and 16 cents for their red raspberries.

Hal Powell Quoted

"The big man of the fruit business in California, Hal Powell, who recently died, told me they expected to get 70 cents more per box for oranges, and 90 cents for lemons this year, than they did last, largely through their enormous campaign of advertising. They do not have the oranges or the grape fruit to match the Florida product but their trade marks, Sunkist citrus fruits and Sunmaid raisins, put them in a class by themselves for getting the business and the money.

"Down in St. Louis a group of jobbers raised a fund of \$1000 to advertise the northwestern apples. They report some remarkable results. They actually raised the sales of 2400 cars to 4000 cars. Some excellent advertising has been done there by the Hood River and Skookum Apple associations.

"But what the northwest needs is systematic advertising, with three points emphasized, in this order: First, advertise the apple as a healthful, necessary, economical fruit; second, show that the northwestern boxed apple is the cleanest, tastiest, best bargain in the market; third, and most important, advertise the local brands. There ought to be more concerted effort to raise the standard fruits, from each locality the fruits than can be best grown there.

"There are only about a dozen varieties of apples that ought to be specialized, and sold for their particular kind of trade. For instance, the Rome Beauty is known to careful chef and restaurateurs all over the country as the best baking apple. It can be sold to this trade anywhere. But in many places they do not know apples.

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THE HOME GARDEN

What is Home without a Garden?
(The following matter is furnished by the National Garden Bureau, headquarters 431 S. Dearborn Street, Chicago, Ill.)

The Popular Petunias

The revival of the popularity of the petunia, for years one of the garden standbys, has been a feature of gardening for the last two years. The introduction of the Rosy Morn bedding petunia with its wonderful wealth of bloom and its certainty to flower in almost any situation has done much to revive interest in this popular old fashioned flower.

The giant frilled single types have shown remarkable development and are especially esteemed for pot plants and for window boxes as well as for bedding. The large flowered types are not as free bloomers as the bedding type of which Rosy Morn, Carmen Sylva, Howard's Star and others are familiar examples.

A strain of small, free-flowering double petunias seems destined to become great favorites, rivaling in freedom of bloom the Rosy Morn type.

A large-flowered strain especially valuable for window boxes is the "Balcony" type. Balcony

White, Balcony Blue, Balcony Rose and Balcony Queen being fine varieties. These, from their long stems, which droop gracefully over the edges of window and porch boxes, furnish a charming effect.

Petunias should be started now for the summer beds, the small-flowering kinds being especially valuable to tuck in among the tulips and early-flowering bulbs so that they will be ready to cover the bed and furnish a fresh sheet of dazzling bloom when the tulips have gone.

The bedding petunias may be started in a cold frame to good advantage, as they will stand considerable frost but not a freeze. The seeds are so fine that care must be used in watering them so that they will not be washed out of the soil. Petunias thrive almost anywhere.

The fancy large-flowered strains need more careful culture and richer soil and more water to do their best than the small-flowered kinds.



Single Fringed. Small Flowering. Ruffled.



Do not waste any wood ashes. Strew them over the garden. They are rich in potash fertilizer. It will leach into the ground, but unlike nitrates, will remain there in suspension and the plants can get the full benefit. You are throwing away money when you throw away wood ashes. They are especially valuable for daffodil and tulip beds.

Sawdust is not a good fertilizer and should not be spaded into the garden until it has rotted so that it almost disintegrates. It is a favorite breeding place for certain kinds of insects. Burn it and use the ashes.

Turnip tops make almost as good greens as mustard. Sow the early turnips thickly and then thin out for greens.

Give seedling tomatoes air whenever it is possible to make them stocky. No plant goes sprouting faster than the tomato. Open the window a little way on any day when the temperature is above freezing but do not expose to cold winds. Fresh air whenever possible goes a long way toward making fine, strong tomato plants in the seed boxes and frames.

Transplant tomatoes twice if it can be arranged. This checks the growth and prevents their growing leggy. They are much sturdier and stockier when twice transplanted before going into permanent quarters.

Soaking spinach seed in hot water for several hours before planting is an old gardener's trick. It speeds up germination.

Eggplant seed must not be kept too long wet when it is germinating. It also should not be allowed to get cold. They do not require as much moisture in their early stages as other vegetables.

Swiss chard will give a much earlier crop if a few seeds are started early and transplanted. It can be handled readily and it is never so tender and appetizing as in the early spring. Chard should always be cut when young, as allowing the leaves to become mature checks the production.

Beets are one of the most healthful of vegetables, containing more elements which the human system needs than almost any other.

Give the asparagus bed a good dressing of manure. It will hasten the appearance of the "grass" and make it more tender. The custom of salting the bed may be omitted. It does not produce any noticeable results one way or the other.

Celery seed for successful germination, must never be allowed to get on the dry side. It requires moisture to germinate successfully more than many seeds. Don't wash out the seeds or let the seed box become waterlogged, however.

Plant a few kohlrabi now for an early crop, but remember it must be transplanted carefully and usually does better when allowed to remain where it is sown.

Most gardens need lots of lime to start the season with. Water-soaked or hydrated lime is good for quick effect, but ground limestone is more lasting. The latter may be applied at the rate of two tons to the acre. It is needed badly on lawns where blue grass is grown.

Twice the diameter of the seed is a direction often given as to the depth it should be planted, but some seeds are so small they don't seem to have any appreciable diameter. It is not a hard and fast rule to be followed. The finer the seed the lighter should be its covering, and in the finest and powdery seeds they should merely be sprinkled upon the surface of the soil and gently pressed into it.

In light sandy soils deeper covering is necessary than in heavy clayey ones. Also conditions of climate and temperature have considerable to do with the depth of planting.

In the cool, moist days of spring lighter planting is more necessary than in the hot summer days when a deeper planting is required to secure germination without the tender sprouts becoming shriveled by the heat and dryness of the soil.

The following list will give an excellent idea of the depth at which it is advisable to plant vegetable seeds for their best germination, soil and climatic conditions being taken into consideration:

One to one and one-half inches—Asparagus, beets, cucumbers, melons.
One-half to one inch—Onions, parsnips, radishes, salsify, tomatoes.
One and one-half to two inches—Beans, watermelons, okra.
One to two inches—Watermelons, squashes, spinach.
One-half inch—Cabbage, carrot, cauliflower, celery, collards, turnips, lettuce.
Two inches or more—Corn.

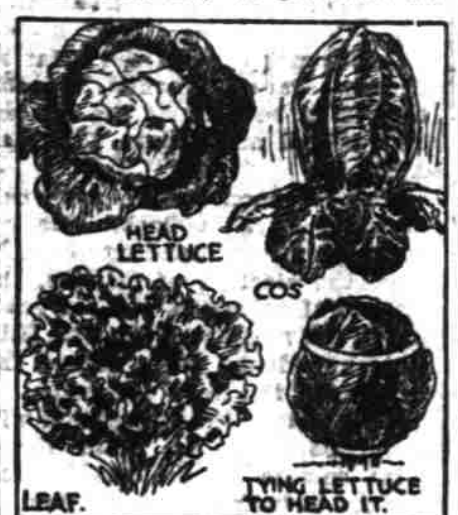
Lettuce Salad Secrets
Lettuce growing is becoming a science, since this best of all salad vegetables has become a staple article of diet and is in the market 35 days of the year. Commercially, the head lettuce has almost displaced the older leaf varieties, but the home gardener knows that leaf lettuce is the earliest of all and just as finely flavored and tender as the big cabbage varieties. It is also the first lettuce to mature for table use, so small planting of a good leaf variety is advisable to give a crop before the head varieties are ready to eat.

Romaine or cos lettuce is making a very successful bid for home garden popularity. It is much easier to grow than the head let-

tuce, especially after the weather is warm, and it is fully as delicate. In fact, many people esteem it more highly for its tenderness.

The leaves, being long and narrow, and growing upright, naturally blanch the heart and this process is easily assisted by tying the tips of the leaves together lightly. It matures quickly.

Sowings of leaf, head and cos lettuce give a good succession. The real way to get head let-



uce that will really head and the only way is to start the plants either indoors or in a hooped or cold frame, when the weather will not permit planting in the open and have the plants growing along to transplant as soon as the weather permits. Lettuce can be grown in the open ground for the greater part of the winter in many portions of the country and in others with a cold frame protection it can be kept going all winter. Seedlings can be raised ready to set out in late February or March.

Head lettuce gives gardeners a great deal of trouble, largely because they drill the seeds into the soil and leave them too thick in the rows until they are so far advanced in growth the thinning does no good. Transplanting is most essential as the check to the growth seems to thicken up the plant and start it on its way to a head. When transplanting, after three or four leaves have been made, cut off half of them, that is snip the tips of the leaves for about half their length.

Lettuce must have heavily fertilized ground and the highest standard of cultivation. The plants must be kept cultivated and growing at top speed. Water should be supplied when a dry spell impedes. If the ground is rich, well tilled, the plants, given a distance of at least six inches apart in the rows after transplanting and kept well cultivated, there is no reason why any gardener shouldn't have reasonably good head lettuce. The great problem in lettuce growing is to keep it growing without a check.

STAYTON NEWS

STAYTON, Or., March 29.—J. B. Jeter and family drove to Salem Monday for a few days shopping.

Jack Johnson and wife came down from Lyons Tuesday delivering a crate of 300 day-old chicks.

Mr. and Mrs. J. F. Follis and Mr. and Mrs. Ira Trexler were business visitors in Salem Saturday.

Mrs. Theodore Lake and her sister, Mrs. Fred Ratzberg of Gates, spent several days at the C. C. Nott home the first of the week.

O. V. White, principal of the Stayton school, and Clyde Hoffer were business visitors in the Capital city Saturday.

Willis Caldwell and family came up from Salem Sunday to look over the ruins of his mother's home, which was recently destroyed by fire.

Miss Wava Brown, who was recently voted one of the most popular girls, at the University of Oregon by the student body, came home Friday night for a short vacation.

A class of 24 girls was initiated into the Girls Reserve Friday night. The initiation work was put on by a Salem delegation. A banquet followed the exercise.

W. F. Klecker, a prominent merchant of this place has been confined to his home the past two weeks with a severe attack of inflammatory rheumatism.

V. H. Massey bid in the Myers car which was sold at auction Monday morning to cover a debt.

"Brick" Day and Marion Fresh, two high school boys, tried to settle a dispute with their fists on the down town streets Friday. City Marshal Henry Smith took a hand and landed Day in jail. Later the two appeared before Judge J. B. Grier and were fined \$5 and costs, after pleading guilty.

Fire completely destroyed the residence of Mrs. Ellen Barnes Friday morning. The firemen made a strong fight but the flames had gained too much headway before discovered and were beyond control. The Faulkner family who occupied the house lost everything except the clothes they had on. A substantial contribution of money and bedding was given them by citizens.

The residence property of C. A. Luthy was sold Saturday to William Kerber. Mr. Luthy who has opened a jewelry store in Salem

Buy Your Lumber

and building material in Salem, and keep your money at home.

We can furnish all your requirements except Builders' Hardware.

Courteous treatment and prompt delivery.

Spaulding Logging Co.
Foot Ferry Street