

SELLING SALEM DISTRICT

Devoted to Showing Salem District People the Advantages and Opportunities of Their Own Country and Its Cities and Towns.

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

Selling Salem District is a continuation of the Salem Slogan and Pep and Progress Campaign

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.

Sheet Music
We Have the Hits!
Gifts—Films
THE SONG SHOP
State Street
Opposite Court House
We Deliver — Tel. 1774

The Angora Rug Company
C. Lachef, Prop.
Expert Taxidermist
Tanners of Furs & Leather
Old Furs Dyed and Remodeled
Phone 683 1230 Ferry St.
Salem, Ore.

DEHYDRATED and CANNED FRUITS AND VEGETABLES
Oregon Products
King's Food Products Company
Salem—Portland—The Dalles Oregon

Gideon Stolz Company
Salem — Oregon
Manufacturers of Pure Cider Vinegar Carbonated Beverages and Lime-Sulphur Solution
Truck delivery to all parts of the Willamette Valley

J. L. Busick & Son GROCERIES
Stores: SALEM — ALBANY — WOODBURN
"Eventually You Will Buy at BUSICK'S"

NELSON BROS.
Warm Air Furnaces, plumbing, heating and sheet metal work, tin and gravel roofing, general jobbing in tin and galvanized iron work.
355 Chemeketa St. Phone 1908

DIXIE BREAD
Dixie Health Bread
Ask Your Grocer

Salem has the best system of street railways of any city of its size in the United States.
Always at your service
Southern Pacific Lines

FOR YEARS AND YEARS
The Statesman has been supplying the wants of the critical job printing trade.
Proof positive we are printers of worth and merit.
Modern equipment and ideas are the ones that get by.

STATESMAN PUBLISHING COMPANY
Phones 23 & 583, 215 S. Com'l St.

SALEM PEOPLE USE ABOUT 6,192,000 GALLONS OF MILK A YEAR, ESTIMATED

In Other Words, Her Domestic Supply Requires the Keeping Busy of About 2500 Cows, Giving About 720,000 Gallons of Milk Annually—There Are Perhaps Over 4000 Cows Working for Our People and Our Factories.

The reader will note, under another heading, that J. D. Mickle, secretary of the Oregon Dairy Council, estimates that the Salem district is now making about two and a quarter million pounds of butter a year; and this does not include the butterfat used in this district for cheese and condensed milk. Neither does it include the milk used in the domestic supply of Salem; nor that employed in our ice cream factories. There are more than 20,000 people in Salem, now. They are using about 6,192,000 pounds of milk a year in their domestic supply; in homes, hotels, restaurants etc. That is about 720,000 gallons a year, weighing 8.6

FALL SUITS
\$17.50 to \$30.00
Ed. Chastain's Upstairs Men's Shop
122 N. Commercial St.

SALEM IRON WORKS
Established 1860
Founders, Machinists and Blacksmiths
Corner Front & State Sts. Manufacturers of the Shand pump for irrigation and other purposes. Correspondence solicited. Irrigation information supplied. Makers of Salem Iron Works Drag Saws.

HOTEL BLIGH
100 rooms of Solid Comfort
A Home Away From Home

F. N. WOODRY
Salem's Leading Auctioneer
Sells Everything That Is Loose or for Sale
1610 North Summer St. Salem, Oregon

We Pay Highest Market Prices FOR Beef, veal, hogs and mutton, live or dressed. Also butter, eggs and chickens.
See us before selling
People's Meat Market
156 N. Liberty St. Phone 994

pounds to the gallon. Or about 2000 gallons of milk a day. And some 2500 cows are required to produce this domestic supply for the city of Salem alone. There are probably about 1500 cows working every day to keep the two Salem creameries and the ice cream factories going, here in Salem. Say 4000 cows working for Salem people and Salem factories. To say nothing of the 100,000 or more people in what is termed the Salem district, in Marion and Polk counties, and parts of Yamhill, Linn, Benton and Clackamas counties. How many cows there are in the Salem district, as above defined, the reporter could not yesterday find any one to estimate—but there must be a number of times 4000 cows. And, whatever the number, there should be ten cows in this district for every one maintained here now; for the good of the land and everything connected with the land; for the good of the men on the land, and for the good of Salem and all the surrounding cities and towns. That many cows would mean larger and more factories in Salem

Theo. M. Barr
Plumbing, Heating and Tinning
164 S. Commercial St. SALEM, Ore.

Buy the Oregon Made Furnaces
W. W. ROSEBRAUGH CO.
Foundry and Machine Shop
17th & Oak Sts., Salem, Or. Phone 886

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 2488

The New Columbia Six
Salem's classy new arrival in Automobile row. \$1195. C.O.B. SALEM
Coby Compression Tubes Kenyon Cord Tires
L. J. Bush & Co.
349 N. Com'l Phone 451

Salem Carpet Cleaning and
FLUFF RUG WORKS
All sizes of Rag and Fluff Rugs Woven Old Mattress Steaming and Remaking
Otto Zwicker, Prop.
Phone 1154
13 1/2 & Wilbur Streets

and the surrounding cities and towns. Fine Factories Now Salem has some fine factories now. The Marion Creamery & Produce Co. is paying well up towards a million dollars a year to the dairymen of the Salem section for milk. This company, headed by F. G. Deckebach, makes a splendid quality of butter, the "Marion Butter"; and large quantities of milk are condensed and sent to the ice cream factories here and in Portland. This is a progressive, growing concern, equipped for using milk in a number of manufactured forms, including the making of cheese. The Capital City Cooperative Creamery, making "Buttercup Butter," is an association of progressive dairymen, using the butterfat from their own dairies, and buying considerable quantities from other dairymen. This cooperative creamery is successful and well managed. The Buttercup Ice Cream company, of which P. M. Gregory is manager, has one of the best equipped plants in Oregon, or any where else. The machinery and appliances are strictly modern, and the business of this ice cream factory extends over several counties and parts of counties—over the whole Salem district.

SHALL LINCOLN TOTS HAVE MILK?
This Question Is in the Hands of a Committee Working Upon the Idea
Whether milk is to be served to the first three grades of the Lincoln school; was discussed at length Tuesday evening at the first meeting of the year of the McKinley-Lincoln Parent Teacher association. The sentiment of the meeting was in favor of such action. The teachers reported that they got better work from the pupils during the hours from ten to twelve when milk was served at recess time. Many children learned to drink milk at school when they would not touch it at

Eyesight Specialists MORRIS OPTICAL CO.
301-5 Oregon Bldg. Salem, Oregon
A call today may save needless pain and suffering in the future.

F. W. Pettyjohn Co.
Dealers for: **GARDNER JORDAN MITCHELL**
F. W. Pettyjohn Co. 279 N. Com'l. Phone 1260

Willamette Valley Prune Association
The oldest Association in the Northwest.
W. T. JENKS
Secretary and Manager
Trade & High Sts. Salem, Oregon

TWO AND QUARTER MILLION POUNDS BUTTER IN SALEM DISTRICT IN YEAR

This Is Something Like a Seventh of the Butter Made in the State of Oregon, and Does Not Include Fat Used in Manufacture of Condensed Milk and Cheese, and for Domestic Supply—Salem Dairy Center of Valley, Says J. D. Mickle.

(In answering the request of the editor for an article for this number of The Statesman, J. D. Mickle, secretary of the Oregon Dairy Council, 1035 Chamber of Commerce building, Portland, says in a private note: "I have often wondered why some large manufacturing institution in the line of dairy products has not located in Salem. As I have tried to outline in this short article, I have always regarded that point as the hub of the dairy industry, so to speak." Following is the article, for which Mr. Mickle says he had very little time, being in the midst of a great rush:)

East, west, north or south of Salem, this part of the Willamette Valley is particularly adapted to dairying. The truth of this statement is emphasized by the number of creameries located in Marion and Polk counties and amount of dairy products produced therein. The rich lands lying along the Willamette river have, in the past, contributed toward heavy crops of wheat, oats and hops. The hop crop is uncertain as to its future; but wheat and oats will always remain as staples. During the war the cow census was lowered, while wheat production increased; however, the number of cows in Marion and Polk counties has materially increased, in the past two years.

Two and a Quarter Million Latest statistics show that for the last fiscal year the Salem district produced approximately two and one-fourth million pounds of butter. This does not include the fat used in the manufacture of condensed milk or cheese.

Greatest Dairy County When it comes to pure bred cattle, Polk county probably leads any other county in the state, or perhaps, any other county in any state. The reason for this is: Good dairy farms; good dairy cows; good dairymen; good climate and good feed.

Home and children suffering from mal-nutrition were materially benefited. It was thought that in order to preserve the democracy of the school that it would be a better plan to furnish milk free to all in the lower grades, the amount to be raised by contributions from the parents. Mr. E. A. Rhoten, president of the organization, appointed a committee, Mrs. J. W. Harbison, chairman, Mrs. Alton D. Hurley and Mr. Davenport, principal of the Lincoln School, to act in the matter as they saw fit, to finance and serve milk to the pupils if possible to do so.

breeders have enabled Oregon to lead the world in the number of high producing record cows. Other breeds are just beginning to get a foothold and it will be only a few years until they, too, will be up in the front ranks of world record cows. These results are sure to follow, for when you can bring together under the most favorable conditions such elements as our rich valley soils, our mild, even climate, our wide wide range of roughage, our corn silage and kale, and put behind these the class of men who are now taking up dairying, and putting into the work their best efforts, we can confidently say that results are sure to follow.

the last biennium, when it is made up, will no doubt show steady growth in these, especially in the number of creameries and cheese factories.

PASTEURIZATION: JUST WHAT IS IT?
Merely Heating Milk in a Fixed Way; But It Prevents All Epidemics

Pasteurization of the entire milk supply in the City of New York has reduced the infant death rate from 125 to 90 per thousand, 99 per cent of all milk consumed in cities of over 500,000 is now pasteurized, and 55 per cent of all fluid milk consumed in all cities is pasteurized. Pasteurization is merely the heating of milk to 145 deg. F. and holding for thirty minutes. This kills all pathogenic bacteria in the milk. Heating to any lower temperature or holding for less time, only augments the growth of these bacteria. After exhaustive experiments, the U. S. department of agriculture has at last disproved the contention that pasteurization kills the vitamins. It has no effect on vitamins fat-soluble A and water-soluble B.

The slogan of the United States department of agriculture is BUY IT PASTEURIZED. A very comprehensive exhibit at the International Dairy Show held in Minneapolis last week, showed an accidental, human experiment illustrating the usefulness of pasteurization as a safeguard against typhoid fever. The results would have been the same in case of any other communicable disease. Milk from one farm went to two cities. In one of these cities the milk was sold raw and in the other it was pasteurized. A milker had typhoid fever and infected the milk. In the city where it was served raw, 12 cases of typhoid developed which were traced to that farm, but no cases developed in the other city where the milk from the same farm was pasteurized.

Not A Flaw In Record No epidemic of disease has ever been traced to properly pasteurized milk. Pasteurization would have prevented the recent epidemic of septic sore throat in Portland. Health authorities agree that a reputable dealer in pasteurized milk is the strongest asset of the small city, where there is little or no official inspection of the source of supply of milk or the manner in which milk is handled before delivery.

MILK DRINKERS TWO YEARS AHEAD
Remarkable Showing of Los Angeles Survey; the Ten Red Cross Rules

Children who are regular milk users complete the eight grades of school work two years earlier than non-users of milk, was revealed by a recent survey made by Dr. Everett C. Beach of 55,000 school children in Los Angeles, California. The survey also disclosed the fact that the milk users were superior in athletic contest to the non milk users. The importance of fresh, pasteurized milk in the child's diet was proved beyond question.

Three Millions Saved Judged solely from a standpoint of money saved, the increased efficiency given children by

milk should appeal to thrifty folk. It was found that 20 per cent of the Los Angeles children were non milk users and so were retained in school two years longer than they would have been otherwise. Figured on a basis of \$75 cost per pupil, or \$150 for two years, the additional cost to the taxpayers amounted in round numbers to \$3,000,000 more than it would have been had these children been supplied with their normal amount of milk. Considered from a personal standpoint, the two years needlessly spent in the grades might well have been used by the pupils themselves in high school, college, business, or for better fitting themselves for the economic struggle before them.

How About Salem? The question of whether milk will be furnished in the schools in Salem is being considered by thinking parents. At a recent meeting of the Parent-Teachers' association of the Highland school the association took action to make it possible for the children to be allowed to purchase milk at noon or recess. They obtained the hearty co-operation of Miss Mabel Murray, the principal, who has seen the effects in Portland and knows that the results obtained by increased efficiency more than offset the little extra work put upon the teachers in making the collections. It is hoped that necessary support may be given this movement by those parents who are able to purchase the milk for their children, as the Fairmont Dairy has generously offered to supply milk for those children whose parents are financially unable to do so.

Ten Red Cross Reasons The American Red Cross gives ten reasons why milk is the best food we have:

1. Milk strengthens the body to RESIST DISEASE.
2. Milk contains lime which helps build HEALTHY TEETH.
3. Milk helps keep the DIGESTIVE TRACT in proper condition.
4. Milk contains the VITAMINES needed for growth and health.
5. Milk supplies the FUEL the body needs to perform its work.
6. Milk helps REPAIR the wear and tear of the body.
7. Milk builds STRONG BONES.
8. Milk PREVENTS MALNUTRITION among children.
9. Milk gives proper BALANCE TO A DIET and insures the greatest efficiency.
10. Milk gives MORE FOOD VALUE for LESS COST than any other food.

FARM REMINDERS FROM THE COLLEGE
O. A. C. Experts Have a Lot of Useful Hints for the Men on the Soil

(The following paragraphs are from the current weekly bulletin of the department of industrial journalism of the Oregon Agricultural college.)
Exercise for the brood sow in winter is an excellent tonic. Pasture if available is a wonderful help. Grain is always fed with the pasture to obtain the best results. If pasture is not available, use some other form of roughage, such as alfalfa or clover hay or roots. It will make your sow stronger and better able to produce a strong litter if these points are carried out.—O. A. C. extension service.
Poultry yards near the brooder house should be disinfected with lime and turned under and a crop (Continued on page 3.)

We Will Give Our Best Efforts

At all times to assist in any possible way the development of the fruit and berry industries in this valley.

Oregon Packing Co.



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.