

### JOINT BANK TO MAKE BIG LOANS

Land Bank Institution Opening up for Business in Willamette Valley

Loans ranging from \$5,000 to \$50,000 are the particular object of the new Portland Joint-Stock Land bank which is just now opening up to do business in the



Made to Measure

## Suits \$35

Your choice of splendid assortment of fine pure Wool Worsted, including blue, grey and heather serges.

style you select, no extra charge.

Why buy ready made when you can have your suit tailored to order for They're made up in any less.

### SCOTCH WOOLEN MILLS

426 STATE ST.

Willamette valley under the provisions of the federal land-bank law. Those who have been wondering just where they could find enough money to make an adequate borrow on big properties will know where to apply.

The general conditions for the operation of these banks are that the lands are appraised by unprejudiced federal appraisers, and are eligible for loans up to 50 per cent of their valuation. The federal government approves the securities, so that the land notes or mortgages have an unchanged, definite value, as stable as the government itself. Loans made for 33 years on a 7 per cent basis. This pays off both interest and principal, so that the land is cleared of debt at the end of the loan period.

Two forms of land banks were authorized by the federal act. The other required that the borrower be also a subscriber to the capital stock of the bank unit. This subscription was the principal part of the working capital of the bank. It was the intent of the law that this should be a farmers' bank but they have not been able to gain control, and the principal thing they have had from it is the privilege of loans at good rates. The banking branch it is understood has actually made a profit of from 12 to 15 per cent on its capital stock, while it has paid a dividend of 6 per cent. Keeping the remainder for surplus. As the borrower is forced to relinquish his stock at the end of his loan period those who hold stock without borrowing might be heaping up a treasure to be divided after the farmers whose payments aid the surplus. The joint stock bank requires no stock subscription from the borrower; and money can be loaned on a rented farm, which was not true of the other form of bank.

The Portland institution carries the names of a number of the biggest farm and bank executives of the northwest. One of these is George C. Jewett, president, form-

erly director of the federal land bank at Spokane; and other men of probity and wide experience. A. C. Bohrnstedt of Salem is to represent the bank in its land loans for the Willamette Valley, and north of Douglas county. The bank will do business at once.

### Local Automotive Men Will Meet Wednesday

At a recent meeting of a group of Salem automotive dealers, the need of a strong automotive dealers' association was discussed and after some deliberation a committee of five was appointed to effect a dealers' association, of the Polk and Marion county dealers.

At a meeting of automotive men at the Salem Chamber of Commerce, Tuesday, October 17, the date for a general mass meeting was decided for Tuesday, October 24, but owing to inability to secure the Chamber of Commerce auditorium the date has been postponed to Wednesday, October 25. On that date at 8 p. m. at the Chamber of Commerce auditorium a meeting will be held to discuss matters of common interest, and to consider the matter of a dealers' organization. All necessary and supply dealers, garage and automotive repair men, motor vehicle and tractor dealers, tire dealers and vulcanizers, battery men, paint, top, and trim shop men, body, fender, radiator, and wheel shop men are urged to be present.

Ralph J. Stachli, secretary of the Portland dealers association, will speak.

### COUNTY SCHOOLS ARE DOING WELL

Reports Reaching Superintendent Show Progress in Rural Districts

Out of the total of about 134 school districts in Marion county 75 reported better than 95 per cent attendance for their first monthly report to the county school superintendent. There were 45 of these that had 100 per cent with every pupil at school every day.

Some of these reports, however, might need a bit of interpretation. District No. 18 had only one pupil up to the time the report was made out. Some of the others started late, and they had only a few days of school to report up to the time the report was required.

District No. 82 has a two-room school with a large attendance, and not one missed a roll call. District No. 115 has only two pupils, with 100 per cent District No. 134, Buena Crest, has two crowded rooms, one of the most progressive rural schools in the county and it, too, scored 100 per cent.

A pupil in the little school is worth a far larger percentage than one in the big school. Where as there could be a number of absences in the big school, and still reduce the percentage per the single truant or stay-at-home in the little school of one or two or three pupils would carve the percentage all to ribbons by a single stay-out. One day's absence of one pupil in a three-person school, if perchance the school had been running only a week, would cut the "average" attendance by 7 per cent. That so many were able to make 95 per cent or better, most of them for two or three weeks, is quite a remarkable showing for a busy fall. The attendance increases and steadies notably later in the year.

Babe Ruth says he will stay at home this winter and care for the new baby. Bawl one!

### TOO LATE TO CLASSIFY

FOR RENT—TWO-ROOM DOWN stairs apartment, furnished for light housekeeping. Call 344 N. Front. Appt. 2.

\$200 DOWN BUYS 5-ROOM COTTAGE. Bath, hot water, pavement. Becke & Hendricks, 205 U. S. Bk. Bldg.

BUILD YOUR GARAGE—A P.T. now and save the rent. We have two good lots left at \$300. Terms are \$15 down, then \$15 a month. Becke & Hendricks, 205 U. S. Bk. Bldg.

ROOMING HOUSES—WE HAVE two high class residence rooming-houses for sale. Both well located and modern. One of 11 rooms and one of nine. Either will net you good living and be investment you can watch. Both owners must sell now. Immediate possession and some terms. Becke & Hendricks, 205 U. S. Bk. Bldg.

IN "WALDO PARK"—WILL BE ten beautiful homes and protected by best bldg. restriction you have seen. Sewer and gas into every lot and pavement paid. Two lots left, one at \$650 and the other \$1050. See them now. Becke & Hendricks, 205 U. S. Bk. Bldg.

LOAN WANTED—\$2000 ON 1ST Mtge. Salem. Residence. 2 years 7 per cent. Becke & Hendricks, 205 U. S. Bk. Bldg.

### SPEAKING CLASS IS ORGANIZED

New Departure at Y.M.C.A. Instituted by Portland Instructor

A class in public speaking was organized last night at the Y. M. C. A., with Prof. W. C. Harrington of Portland in command. The class is to run for 16 weeks, meeting every Friday night for a two-hour session. Twenty-two men were in attendance at the initial meeting.

They do not study text books—they just speak in public. Some of them are grey-haired, some are no-haired, and some are as timid as a rabbit when it comes to speaking.

One statement was made by Professor Harrington, that the University of Cincinnati, wishing to outline a course that would most help its students, made an exhaustive inquiry among large business houses as to what the average student most needed. The answer was that they were most deficient in the power to tell an audience, large or small, what they knew and should be easily able to tell, in convincing manner. Following this survey the university has made public speaking one of its most strenuous courses, and insists on it above others of less importance.

Many of the attendants last night were members of the class in salesmanship last winter, and they are coming back for this advanced work which they believe

is a necessary finish for the earlier one. Professor Harrington is a graduate of Boston university and also of the Emerson School of Oratory, and has had a remarkable career as a teacher of public speaking. He draws a sharp distinction between "eloquence," the trick arrangement of voice, and gestures and feet and personal impromptu, and calls for concentration on thought and audience instead. The course is offered as the star attraction of the Y. M. C. A. program for adults.

The club organized with Dr. H. E. Morris as president, and T. M. Hicks, Dan Burns and N. D. Elliott as a committee to select the other three members, as the class is limited to 25 and no more can be accepted.

### Lumber Production Now 8 Per Cent Above Normal

One hundred and thirty-nine mills reporting to West Coast Lumbermen's association for the week ending October 14, manufactured 104,712,282 feet of lumber; sold 74,914,860 feet; and shipped 77,577,202 feet.

Production for reporting mills was 8 per cent above normal. New business, 28 per cent below production.

### GOOD PIANO \$89

Only \$5 down, \$5 month. We are closing out our entire present stock of Pianos. Five pianos for almost half price. \$5 down buys any piano. Come now, they are going fast. See ad on page 3, second section.

### NEW PHONOGRAPHS HALF PRICE

Geo. C. Will closing old nationally advertised line of phonographs at half price. \$1 down, \$1 week up. See ad on page 3, second section.

duction. Shipments were 4 per cent above new business.

Thirty-nine per cent of all new business taken during the week was for future water delivery. This amounted to 29,104,860 feet, of which 19,914,374 feet was for domestic cargo delivery, and 9,490,486 feet for over-seas shipment. New business for delivery by rail amounted to 1,517 cars.

Forty per cent of the week's lumber shipments moved by water. This amounted to 31,377,202 feet of which 23,680,418 feet moved eastward and inter-coastal and 7,696,784 feet export. Rail shipments amounted to 1540 cars.

Unfilled domestic cargo orders total 118,074,262 feet. Unfilled export orders 69,720,529 feet. Unfilled rail trade orders 7,759 cars.

In forty-one weeks' production has been 3,284,187,398 feet; new business 3,264,197,356 feet; shipments 3,230,568,857 feet.

Miss Thumper—That old gentleman cried when I played the nocturne. He said it reminded him of his past life. Is he a great player?  
Mr. Chumper—No; he used to be a piano tuner. — Cleveland Leader.

## Monday Begins Our Season's Most Remarkable



See the Window displays



See the Window displays



What a Sensation! Yesterday morning we received by express eight large cases of newly and freshly designed dresses of remarkable worth, and will be placed on sale commencing Monday.

It'll be more than an ordinary offering—it's a sale of fashion combining quality. The savings are substantial enough to cause a rejoicing of the heart of every far-sighted woman.

### SILK PARTY DRESSES

At prices that again reflect the policies of this great store.

Handsomely fashioned of silk velvet and canton crepe, richly embellished by rich overdrapes of fancy black lace, a rich effect possessed only by dresses of recognized worth.

Regular \$35.00 Value  
This Sale Price  
**\$17.85**

Premium Coupons Are a consideration worth while. Given in all departments with a purchase of 50c or more. A chance to save by saving.

\$22.50 to \$27.50 Ladies' Silk Taffeta, Canton Crepe, All-Wool Tricotine and Poirer Twill

### DRESSES

Eighteen New Styles **\$9.50** All Go at One Price

With a selection of one of the lovely dresses in this sale

WE OFFER in fitting accompaniment A Sale of Lovely Tailored

### HATS

that individual touch so much desired by women will be quickly recognized in this wonderful assortment that includes.

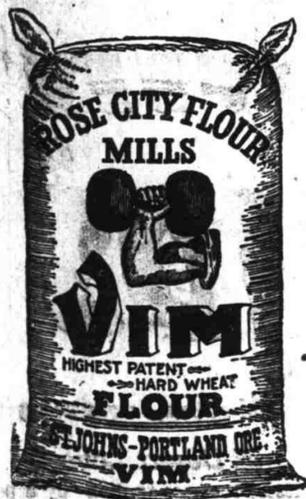
Values to \$10.50 This Sale Price

**\$4.98**

Visit the Ladies Rest Room

It is for your convenience Free Phones Make the store your meeting place

SALEM'S GREATEST DEPARTMENT STORE



Vim represents the finest grade of hard wheat grown in the northwest. From the time the wheat is delivered to our warehouse our expert millers are selecting and rejecting until the final product, Vim Flour represents the greatest value that can be offered to the consuming public.

Rose City Milling Co. St. Johns, Oregon

There is a Vim dealer in your town