

### Get Your Farm Loans

- Under the government plan
- Without Red Tape
- Without Commission
- Without Stock Subscription
- Without Liability on Other Loans.

No loans less than \$5000; None Larger than \$50,000.

**A. C. BOHRNSTEDT**  
Western Oregon Representative Portland Joint Stock Land Bank, 407 Masonic Temple, Salem, Oregon.

Our Ideal: "The Best Only" Our Method: Cooperation

### Capital City Co-operative Creamery

A non-profit organization owned entirely by the dairymen. Give us a trial. Manufacturers of Buttercup Butter "At your Grocer" Phone 299 137 S. Com'l St.

# SELLING SALEM DISTRICT

## Dates of Slogans in Daily Statesman (In Twice-a-Week Statesman Following Day)

- |                       |                                     |                       |                     |                                |                                 |                        |                               |                                   |                          |                            |                                |                         |                      |                               |                       |                     |                               |                                    |                          |                              |                              |  |                        |                           |                           |                       |                    |                            |                         |
|-----------------------|-------------------------------------|-----------------------|---------------------|--------------------------------|---------------------------------|------------------------|-------------------------------|-----------------------------------|--------------------------|----------------------------|--------------------------------|-------------------------|----------------------|-------------------------------|-----------------------|---------------------|-------------------------------|------------------------------------|--------------------------|------------------------------|------------------------------|--|------------------------|---------------------------|---------------------------|-----------------------|--------------------|----------------------------|-------------------------|
| Loganberries, Oct. 5. | Prunes, Oct. 12.                    | Dairying, Oct. 19.    | Flax, Oct. 26.      | Filberts, Nov. 2.              | Walnuts, Nov. 9.                | Strawberries, Nov. 16. | Apples, Nov. 23.              | Raspberries, Nov. 30.             | Mint, December 7.        | Great cows, etc., Dec. 15. | Blackberries, Dec. 22.         | Cherries, Dec. 29.      | Pears, Jan. 4, 1923. | Gooseberries, Jan. 11.        | Corn, Jan. 18.        | Celery, Jan. 25.    | Spinach, etc., Feb. 1.        | Onions, etc., Feb. 8.              | Potatoes, etc., Feb. 15. | Bees, Feb. 22.               | Mining, March 1.             | Goats, March 8.  | Beans, etc., March 15. | Paved highways, March 22. | Broccoli, etc., March 29. | Silos, etc., April 5. | Legumes, April 12. | Asparagus, etc., April 19. | Grapes, etc., April 26. |
| Drug garden, May 3.   | Sugar beets, sorghum, etc., May 10. | Water powers, May 17. | Irrigation, May 24. | Poultry and pet stock, May 31. | Land, irrigation, etc., June 7. | Dehydration, June 14.  | Hops, cabbage, etc., June 21. | Wholesaling and jobbing, June 28. | Cucumbers, etc., July 5. | Hogs, July 12.             | City beautiful, etc., July 19. | Schools, etc., July 26. | Sheep, Aug. 2.       | National advertising, Aug. 9. | Seeds, etc., Aug. 16. | Livestock, Aug. 23. | Automotive industry, Aug. 30. | Grain and grain products, Sept. 6. | Manufacturing, Sept. 13. | Woodworking, etc., Sept. 20. | Paper mills, etc., Sept. 27. | (Back copies of the Thursday editions of the Daily Oregon Statesman are on hand. They are for sale at 10 cents each, mailed to any address. Current copies, 5c.) |                        |                           |                           |                       |                    |                            |                         |

### RAISE MORE RASPBERRIES

Salem cans 83 per cent of the strawberries canned in Oregon and Washington—

And only 60 per cent of the loganberries—

But only 1 per cent of the red raspberries, and 14 per cent of the black raspberries.

More raspberries are needed by our canneries, and by our various other fruit packing plants.

They are needed to fill up our fruit lines in marketing our products—

And more raspberries will make for easier marketing and better prices all around—

And, on their own account, raspberries will pay, their higher prices more than make up the difference in the cost of picking, over loganberries.

So we must produce more raspberries.

## Valley Motor Co

260 North High Street

Phone 1995

Boost This Community by Advertising on the Slogan Pages

DID YOU KNOW that Salem is the Oregon raspberry center; that on account of the great demand of the canneries and dehydration and jelly and jam and preserves plants here, there will not be enough raspberries grown for many years; and the prices will therefore be high; that in the matter of Munger black raspberries, this district has what amounts to a franchise—for the black raspberry grows to perfection here, and the vines persist, bearing year after year; while in the great raspberry district of Washington the black raspberry cannot be successfully grown; that this fact should be heralded to the entire world, and that there is big money in both black and red raspberries?

### Weatherly Ice Cream

Sold Everywhere

### Buttercup Ice Cream Co.

P. M. Gregory, Mgr. 340 South Commercial St. Salem

### DODGE BROTHERS SEDAN

Bonesteel Motor Co. 184 S. Com'l St. Phone 428

## VALLEY PACKING CO. CASCADE BRAND HAMS BACON AND LARD

U. S. Inspected

SALEM, OREGON

## THE MODERN FUNERAL HOME, WHICH THE TERWILLIGER HOME TYPIFIES

It Gives the Atmosphere of the Real Home, with Refined, Friendly Service, and the Touch of the Sympathetic Hand Which is the Peculiar Province of Woman.

To some sensitive minds, the undertaker may seem the most heartless, the most mercenary of men. To live on the sorrows of others, to make even a necessary business of the most poignant griefs that come to those who suffer, does not seem fitting. The volunteer service of friends would seem the ideal for times of sickness and death.

But the volunteer system, absolutely, flatly fails. It prevails in frontier days, when there were no better ways; nowadays, it would be inexpressibly shocking, to see or endure what was done by volunteer friends in the way of burials and in the handling of the last remains of loved ones.

The modern undertaker comes as a friend, a sympathizer, as an authority who knows what to do and how to do it in order. At the time when the feelings are sick and the soul tormented by the pain of parting, quiet, efficient service in caring for the last mortal remains of the departed is an inexpressible balm to the spirit. It may not relieve the grief of the parting but it does take away the torture of feeling that one had not done one's best in caring for the one who is gone. There is an instinctive, ineradicable feeling of reverence for the last mortal remains, as keen as for the deceased were still living and could be either maltreated or comforted. The untrained friend trying to treat a patient in illness is a menace, a plague; one calls a physician. So it is after death; one calls instinctively for the friend who can care for the departed, skillfully and in order. The undertaker comes with as fine a spirit, as great a necessity, as sure a comfort, as satisfying a friendship, as the physician.

The Modern Funeral Home There is no way possible for securing such service in the home; especially the home just harrowed by long illness and broken up by sleeplessness and fatigue. And yet the home is the proper place for grief that shrinks from a public display. The fine modern development is the Funeral Home, where proper arrangements can be made for funerals, under the quiet, dignified home conditions, with all the atmosphere of home and all the considerations that can be given to grief that shuns publicity.

The Terwilliger Funeral Home in Salem is a good example of this latest, finest development of the undertaking business. It is a real home, and not a commercial institution on a business street where the bereaved have to run the gamut of a curious, wondering public. Mr. and Mrs. Terwilliger are both graduate embalmers. Mr. Terwilliger was a chemist for years, and has an intimate knowledge of the fundamentals of embalming, that no casual or superficial study of embalming alone could bring.

There is no morgue, for the public to inspect and wonder over. Bodies are taken to the heating room, where they are cared for as if in their own

home, with loving and sorrowing friends around them. There is a woman attendant for all the women and children; it is a matter of sentiment, perhaps, but a fine sentiment indeed, that would give only to a woman the care of the women and children. Mrs. Terwilliger is recognized as a real authority on this work; so much so, indeed, that her writings on the subject are welcomed in the national journals that have to do with embalming and the mortuary business. In some of the sects it is especially made obligatory, or at least advisory, to have a woman embalmer for these more delicate cases.

Refined, Friendly Service The mortuary and embalming art, has made wonderful strides within the past few years. Possibly the embalming of old was as good, though it was first developed by the ancient Egyptians. But derma-surgery, the preparation of the body to hide all unsightly defects, such as injuries that may have disfigured the face, is new, and in the hands of a skilled operator can be made to work marvels in sparing the feelings of the loved ones who must have one long, last look at the departed. Mrs. Terwilliger has made an especial study of this art, with gratifying success.

The whole atmosphere of the Terwilliger Home is that of refined, friendly service; unobtrusive, uncommercialized, the service of friends who are interested and who feel that the living should not be harassed by spectres of exorbitant bills for the sake of the dead. "Select service at reasonable cost," is the motto of the Home, and they have grown steadily in favor in Salem until it is today one of the substantial institutions of the kind in the whole state. Located as it is in a quiet residential district—at 770 Cheme-keta street—it gives an easy, central location but with none of the painful ostentation of a business-street display.

An address by Mrs. Terwilliger at the annual convention of the Oregon Funeral Directors' association, in August, 1922, was so finely indicative of the spirit of the modern funeral home, that it was copied into a number of national publications. It is here given as showing the spirit of the Terwilliger Home:

Woman's Mission of Service "Since the beginning of time, woman's mission has been that of service. Today we find women engaged in the business and professional world, rendering aid and assistance in all branches of industry. In no other field of labor is there such an opportunity for women to render unselfish service, as in our profession. How she may do so, and the amount of assistance she is able to give, the help she may be able to give to the firm by whom she is employed, depends largely upon her ability to render that service intelligently and efficiently. "What lends more dignity to your funeral parlors than the presence of the lady assistant,

who greets the stricken family, ministers kindly to their wants, and with a few well chosen words, makes them feel the sympathy, which it would not always be fitting to express otherwise? As the skilled and trained nurse cares for the ladies of the family in sickness, rendering valuable aid so too can the lady assistant, especially if she be a licensed embalmer, more skillfully care for mother, wife, sister or dear little baby, when death enters the home. Right at that time, if she be tactful, and wise, and efficient in her ministrations, full of tenderness towards those with whom she comes in contact, she can make a lasting friend and prove an added help to her employer.

"While the average men in the profession are kind, and show a certain sympathy, they cannot give those little touches and personal attentions so dear to the heart of women, as can the lady assistant. Often there are alterations to be made in clothing, that the lady assistant, handy with her needle, can soon remedy. Little changes in a gown will add to the appearance of the body, and reflect great credit upon the assistant, and be of lasting help to the firm. In going into the home, whether to remove the body or to prepare it there for burial, a lady assistant can be of great help. The family will often talk more freely with a lady, ask and receive suggestions, and usually follow any advice of a lady assistant.

"In arranging flowers a lady assistant can be of great help. The blending of colors is usually her specialty. The big things of the profession will always be taken care of, and the little things are those that the lady assistant will notice and remedy—a stray lock of hair here, a wrinkle smoothed out there, a flower arranged to give the best result, a touch of color added, all are things best left to the care of the lady assistant.

"Perhaps, no one is available to remain at the home while the family go to the cemetery. Here, too, can the lady assistant be of great service, in arranging the house as nearly as possible as it was before death entered the home. It takes but a few moments, and may be the means of making new friends for the firm.

"To be of the greatest possible assistance, the lady attendant whether she be a licensed embalmer or not, must be tactful and sympathetic, rendering her services cheerfully and unselfishly for

"'Tis good to speak in kindly guise, And soothe where'er we can. But service binds the human mind, And love links man to man."

**Silver King Mike Dead After Strenuous Career**

NELSON, B. C., Nov. 23.—Harris Ginsberg, age 73, more generally known as "Silver King Mike" is dead. Peddling shoes laces in New York as a newly arrived immigrant boy from the Russia-Poland border in the '60s, packing supplies for the mines in the Leadville silver strike in the '80s, prospecting on Quartz creek, now Ymir, in the '90s, merchandising in Nelson for a quarter century, and investing \$20,000 in Bayonne development, were phases in the life of Mr. Ginsberg. Mr. Ginsberg was a well known character of early mining days. He gained his sobriquet of "Silver King Mike" when he was janitor of the famous Silver King mine on Toad mountain, near here in 1871.

## POULTRY HINTS FROM THE D.A.C.

Good Egg Type May Go With Good Appearance; Condiments Are Bad

(Following are items from a current bulletin of the department of Industrial Journalism of the Oregon Agricultural college:)

Condiments Bad for Poultry Seasoning poultry mash occasionally with salt, as for table use, will satisfy the craving for salt. Some poultrymen prefer to dissolve the salt and use the solution for mixing the mash, as there is some danger of poisoning the birds by feeding lumpy salt. Condiments such as ginger, ginger, capsicum or red pepper, and mustard are not recommended for general use. Good wholesome food and proper management will bring the birds into laying in better condition than prepared dopes or tonics. —O. A. C. Experiment station.

Good Egg Type May Go With Good Appearance

"Highly standardized poultry free from disqualifications is entirely possible," asserts F. E. Fox, assistant professor of poultry husbandry at the Oregon Agricultural college. "The class of birds recently shown at the Pacific International Livestock exposition in Portland clearly demonstrated that good production and good appearance can be had in the same individual.

"One breeder has said that he is afraid to use trap nests. It takes a lot of determination to cull out or market an individual which has good ancestry or pedigree back of it, but which clearly shows itself to be a bird decidedly lacking in vigor and vitality. Too many breeding pens are made up from trap nest records and pedigrees without actually seeing the birds themselves—whether they are fit to produce the coming generation." Promiscuous "swapping" of roosters is a poor way to get male birds for another year, in the opinion of Professor Fox. An

### Leather Goods of Quality

Bags, Suits Cases, Puttees

### HARNESS

F. E. Shafer Phone 411 170 S. Com'l Salem, Ore.

### Compare These Prices

- with the ones you have been paying for tires and you will buy Oldfield the next time you need a tire.
- 30x3 Fabric... \$ 6.95
- 30x3 1/2 Fabric... 7.95
- 32x3 1/2 Cord... 11.95
- 32x3 1/2 Cord... 17.21
- 32x4 Cord... 21.85

"These are a standard make of tire and all fresh stock. We buy in carloads and are giving you the benefit of our buying price. See us when you need Tires

**VICK BROS.** High St., at Trade

effort should be made to breed up the flock by securing males that neck well with the blood lines already in the flock. New blood may be introduced into the flock more quickly by buying a male bird than a female as the larger number of offspring bearing the new blood can be produced the first year. The Oregon Experiment station usually mates 20 Leghorns with each rooster and from 12 to 15 females of the heavier breeds.

Ability of eggs to hatch will be determined to a very large extent by the care the hens receive at this time of the year. Birds with colds or those run down in health will not produce eggs that will hatch well. The hens that want to set first in the spring of the year are the ones that have been laying during the winter, or in other words they are winter layers or most profitable birds. Eggs from birds of this type should be saved to reproduce the flock for another year, rather than from those that have loafed all winter and are just coming into laying.—O. A. C. Experiment station.

## MOST OF BERRIES FROM NORTHWEST

This Section Will Furnish Bulk of Red and Black Cap Raspberries

Editor Statesman:

The best quality and yield of red raspberries are produced near bodies of water, and the further we get away from the coast line the smaller and poorer the quality of berry and the fewer of them we get to the acre. It does not seem to make any difference how much irrigation we give the plants. If the hu-

### OWPCO

Broom handles, mop handles, paper plugs, tent toggles, all kinds of hardwood handles, manufactured by the

### Oregon Wood Products Co.

West Salem

### Hillman's

### BUTTERNUT BREAD

Peerless Bakery

Makers of Peerless Bread

Try Our Doughnuts

170 North Commercial St.

### Webb & Clough

Leading Funeral Directors

Expert Embalmer

Corner Court & High Sts. Phone 120

Auto Electric Work I. D. BARTON 171 S. Commercial St.

midity is low the hot sunshine will draw the water out of the berries faster than it can be brought up from the ground. Taking this into consideration, we expect the major part of our red raspberries to come from the coastal sections, and it would be foolish to try to encourage the production of these at any great distance from the coast. We think the same thing is true, to a certain extent, of the Black Caps as the Black Caps raised upon the arid lands are usually dry and seedy.

Under right conditions red raspberries pay handsomely, and in the writer's opinion, on account of the cost of raising and the small crops secured in Wisconsin, New York and other eastern sections, THE NORTHWEST WILL PRODUCE THE LARGER PART of these berries in the future. Yours very truly, —EUGENE FRUIT GROWERS ASS'N., By J. O. Holt, Eugene, Or., Nov. 24, 1922.

Wives are getting mighty cheap. A man back East traded his spouse for a Ford and he has no more luck running that than he did the wife. He is too much inclined to step on her on account of previous practice.

### Seamless Hot Water Bottles and Combination Syringes Guaranteed not to Leak Prices from \$1 up

Brewer Drug Co 405 Court St. Phone 184

### Mill Wood

5 loads 16-inch inside mill wood,

\$15

Good wood, prompt delivery.

### SPAULDING LOGGING CO.

### Peerless Bakery

Makers of Peerless Bread

Try Our Doughnuts

170 North Commercial St.

### Webb & Clough

Leading Funeral Directors

Expert Embalmer

Corner Court & High Sts. Phone 120

### "JACK" DOERFER for General Automobile Repairing I Specialize on Motor Work Phone 506 410 S. Com'l.

### "Where The Crowds Always Shop" The People's Cash Store SALEM, OREGON

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

### OREGON PULP & PAPER CO. SALEM, OREGON

Manufacturers of High Grade Wrapping Papers and Paper Specialties

## SAY IT WITH BRICK

The Home is the foundation of society—make it permanent by building the house of clay products. See us and let us show you how you can build with clay products as cheaply as frame.

### SALEM BRICK AND TILE CO.

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 770 Cheme-keta St. Phone 724 Salem, Oregon

There is money in raspberries, and the Salem canneries need many tons more of them.

### 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 —Thielens & Rahn

### FAIRMOUNT DAIRY Perfectly Pasteurized MILK AND CREAM Phone 725

### HOTEL MARION SALEM, OREGON The Largest and Most Complete Hostelry in Oregon Out of Portland

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

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OUR TREES Carefully Grown Carefully Selected Carefully Packed Will Give Satisfaction to the Planter SALEM NURSERY COMPANY 428 Oregon Building Phone 1762 Additional Salesmen Wanted