

# "MISTLAND PRUNES" SOLD AFAR

### Co-operative Method of Selling Puts Greater Salem District's Fancy Fruits into Markets of Far-off Lands—Widened of Distribution Held Justification of System—Eastern United States and European Countries Furnish Ready Demand

**J. M. NEWHOUSE**  
Assistant General Manager Oregon Growers Co-operative Association

Few people realize the tremendous distribution already secured by Oregon's sole, statewide, grower owned and grower controlled association. Far and wide the fame of Oregon's fruits under the splendid trade name of "Mistland" is becoming established. The state of California may have a good start, but the Oregon Growers' Co-operative association, having overcome the last three years of adversity, is now making itself felt.

The distribution of the dried Italian prune for 1922 will long stand as a great tribute to the effectiveness of this organization. The following markets were supplied with large quantities of this fruit direct from the association's nine large packing plants:

- Los Angeles, California
- San Francisco, California
- Fresno, California
- Boston, Mass.
- Baltimore, Maryland
- Detroit, Michigan
- New Albany, Indiana
- Louisville, Kentucky
- Owensboro, Kentucky
- New York City, N. Y.
- Omaha, Nebraska
- Philadelphia, Pa.
- Pittsburgh, Pa.
- Charleroi, Pa.
- New Orleans, La.
- Savannah, Ga.
- Alexandria, La.
- St. Paul, Minn.
- St. Louis, Mo.
- St. Joseph, Mo.
- Kansas City, Mo.
- Trouton, Mo.
- Carrollton, Mo.

Marysville, Mo.  
Birmingham, Alabama  
Chicago, Ill.  
Cincinnati, Ohio  
Cleveland, Ohio  
Portland, Oregon  
El Paso, Texas  
Buffalo, N. Y.  
Oklahoma City, Okla.  
Clinton, Okla.  
Cushings, Okla.  
El Reno, Texas  
Altris, Okla.  
Norman, Okla.  
Shawnee, Okla.  
Little Rock, Ark.  
Helena, Ark.  
Marianna, Ark.  
Wichita, Kans.

Memphis, Tenn.  
Dyersburg, Tenn.  
Jackson, Tenn.  
Humboldt, Tenn.  
Seattle, Wash.  
Bellingham, Wash.  
Everett, Wash.  
Spokane, Wash.  
Tacoma, Wash.  
Yakima, Wash.  
Wenatche, Wash.  
Wallace, Idaho  
Pipestone, Minn.  
Detroit, Mich.  
Lawrence, Kansas  
Des Moines, Iowa  
Baton Rouge, La.  
Norfolk, Va.  
Salem, Oregon  
Marshall, Texas  
Houston, Texas  
San Antonio, Texas  
Yanover, B. C.  
Montreal, Quebec  
Sherbrook, Quebec  
Quebec City, Quebec  
Winnipeg, Man.  
Toronto, Ontario  
Saskatoon, Sask.  
Calgary, Alberta  
Medicine Hat, Alta.

Edmonton, Alta.  
Weyburn, Sask.  
Regina, Sask.  
Swift Current, Sask.  
Moose Jaw, Sask.  
Liverpool, England  
Bristol, England  
Manchester, England  
London, England  
Glasgow, Scotland  
Amsterdam, Holland  
Bordeaux, France  
Havre, France  
Hamburg, Germany  
Antwerp, Belgium  
Rotterdam, Holland  
Copenhagen, Denmark  
Christiania, Norway  
Gothenburg, Sweden.

Although still in its infancy as far as its canned goods output is concerned, the following are among the districts reached:  
London  
New York  
Chicago  
Washington, D. C.  
Detroit, Mich.  
Baltimore, Md.  
Birmingham, Ala.  
Los Angeles  
San Francisco  
Tulsa, Oklahoma  
Richmond, Va.  
Havana, Cuba  
Omaha, Nebraska  
Toronto, Canada  
Memphis, Tenn.  
Export  
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In vegetables and broccoli our products were shipped as far east as Chicago and New York, and as far south as Los Angeles.

Every true Oregonian should dedicate himself or herself to the task of making our quality fruits and vegetables known the world over. Only in this way can we reap the full benefit of our climate and soil conditions in more and satisfied settlers.

Houston, Texas  
Indianapolis, Ind.  
Washington, D. C.  
Jamestown, N. Dak.  
Los Angeles, Cal.  
Memphis, Tenn.  
Milwaukee, Wis.  
New York City  
Norfolk, Virginia  
San Antonio, Texas  
San Francisco, Cal.

Oregon prunes marked as coming from Oregon were shipped to the following main points:  
New York  
Chicago  
Washington, D. C.  
Detroit, Mich.  
Baltimore, Md.  
Birmingham, Ala.  
Los Angeles  
San Francisco  
Tulsa, Oklahoma  
Richmond, Va.  
Havana, Cuba  
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## PLANS FOR BIG SEASON

### Oregon Packing Co. Gets Ready for 1923 Business

Every fruit cannery in Salem is preparing to put in additional equipment, to remodel its plant wherever little short-cuts to larger production and efficiency can be made, and generally to make the most of what now promises to be a banner fruit year for the whole Willamette valley. Practically everything, from the tallest cherry tree top down to the lowliest strawberry nestling cheek down to the ground looks like a record-breaking crop. Salem may have to borrow cannery workers and fruit pickers and truckmen to haul the stuff from the farms to the factories and away from the factories after it is canned; it looks as if the demand for help is going to be like that for money and for love—there's never enough of it anywhere in the world to quite go 'round.

Last year the company practically rebuilt, or rather remodeled the entire working arrangement of their whole plant. By adding a system of conveyors and rearranging their cannery department they were able to double their fruit preparation room space, and to put in more canning machines. They now have a complete five-line cannery equipment, with a capacity of 180 cans of fruit per minute. Some of these are the big 'uns, the No. 10's; though these do not fill and handle as fast as the smaller cans; but the whole series averages 36 cans per minute for each machine.

It is a real problem to find and to keep profitably busy as large a force as a big establishment like the Oregon Packing company employs. Last year they had up to 400 employees at a time, during the strawberry and pear seasons, and their payroll has run up to \$11,000 a week, for labor alone. Their total labor payment last year was \$148,000; it has meant

## FRUITLAND NURSERY

Highest Quality  
**Fruit Tree**  
Berry  
Shrubbery

Large stocks of home-grown trees, all wanted varieties

A. J. MATHIS, Prop.

a living for hundreds of families, and comforts and luxuries for many part-time employees who wanted a little extra money.

This season the factory expects to be able to show a good increase in production over last year; and last year was between 25 and 50 per cent better than any previous year, because of the better factory arrangements and the added machinery.

The Oregon Packing company plant was built 10 years ago, and has grown steadily until it now stands as one of the most impor-

tant of its kind in Salem or indeed in all Oregon. It puts up a full line of fruits, beginning with the earliest gooseberries and running on to the close of the stored pear season. It has ideal track-age facilities, so that it can get its stuff in for treatment or out for delivery after canning. During the past season it used the old Southern Pacific wool warehouse, east of the S. P. depot, for storage in addition to its own factory capacity. The company made an especially heavy run of loganberries and of pears. Its equipment

being well adapted to these products, and its contract supply being easy to get and have delivered.

# ST. PAUL HAS HISTORY

### First Church in Oregon Erected There in 1846 by Catholic Missionaries—Settlement Dates Back to 1838—Is Flourishing Community Backed by Rich Agricultural Section

Numerous noteworthy historical events cluster about St. Paul, an old and thriving little city, located in the northern part of Marion county in the well known "French Prairie" district, a very productive and prosperous farming and dairying section of the valley.

The founding of St. Paul and settlement of that section of Marion county date back to 1838 and to this little city belongs the distinction of having the first large and beautiful brick church edifice to be built in Oregon, if not in the northwest, the cornerstone for which was laid on May 24th, 1846, and this church was dedicated November 1st of the same year. In those days lime and building materials were scarce and therefore clay mortar was substituted for the usual lime and sand mortar in which to lay the brick in the walls of this church and to this day this large brick structure is as solid and substantial as the day it was completed, and is in a perfect state of preservation.

Many noted Catholic missionaries and pioneer priests who figured prominently in connection with Oregon's early history served this parish in those early days and it would require several volumes to relate the interesting narratives of incidents ep-

Electric, Southern Pacific and Pacific highway having missed the town by about ten or twelve miles, this little city has kept pace with the times and can boast of a bank, good schools and modern mercantile establishments, together with a large number of other similar business institutions.

An enterprise which is worth much to the community, is the large and modern cooperative creamery located at St. Paul, of which cooperative organization C. S. Mullen is president, and D. L. Vandewelle, is secretary-treasurer. The excellent product of this creamery is known far and near and only recently some valuable prizes were won on an exhibit of the butter product of this creamery in general competition with the products of some of the country's larger and best creameries.

The community, as a result, is rapidly developing into one of the large and prosperous dairy

districts of Marion county. General farming, stock raising, fruit and berry growing are among the other important pastoral industries of the community.

With good macadam roads radiating in every direction from St. Paul and the comparatively cheap farm lands of that community, the growth and development of the town and district is sure to be much more rapid in the next few years than it has in the past decade, especially with the coming of the automobile stage and truck lines, which will afford the town and community with transportation advantages and communication with Portland and Salem almost as efficient as by rail or water transportation facilities. Here homeseekers will find excellent opportunities for investment, and will establish their homes among a thrifty, genial and progressive people, if they cast their lot in or about St. Paul.

## ST. PAUL HARNESS AND SHOE REPAIR SHOP

Ovid V. Blanchette, Prop.

St. Paul, Oregon

All kinds of repair work, including auto tops and side curtains  
Prompt Work and Satisfaction Guaranteed



Historic pioneer Catholic church at St. Paul, Oregon, first brick church built in the Pacific Northwest.

acted in and around this historic little city since the early settlement of that community. St. Paul has now grown into a thriving and prosperous community and Rev. Father Chabot, at present officiates in the St. Paul Catholic church and academy.

Space forbids delving deeper into the most interesting historical events and pioneer activities centering in and about St. Paul, at this time, but we wish to say that while this little town has been deprived of the advantages of railroads and modern highway facilities, the Oregon

# STATE BANK OF ST. PAUL

J. E. SMITH, President S. J. SMITH, Cashier

LIABILITIES	
Capital Stock	\$15,000.00
Surplus and Undivided Profits	9,868.38
Deposits	186,910.03
Total	\$161,778.41

RESOURCES	
Loans, Discounts and Bonds	\$109,140.63
Cash and Due from Banks	42,084.27
Other Resources	10,553.51
Total	\$161,778.41

Correspondence solicited concerning the advantages, business opportunities and real estate and other investments afforded in this community.

## T. A. LIVESLEY & CO.

# HOPS

Growers and Brokers

Salem Bank of Commerce Building

SALEM, OREGON

# SALEM DISTRICT NEEDS BEES

### Thousands of Openings Here for Men Who Understand Beekeeping and Those Who Desire to Learn—Such Folk Can Do Big Service to Fellowmen Here in Salem District

There are excellent openings in the Salem district for beekeepers who thoroughly understand their business, or for intelligent, hard working and ambitious men who will master the business.

Here are the reasons:  
All up-to-date fruit growers have come to realize the absolute necessity of honey bees, in order to insure the pollination of their fruit blossoms.

So there must be literally billions more bees kept here in the widening orchard districts. The "virgin daughters of toil," the worker bees, are the original "working tools"—they literally work themselves to death in six weeks during the honey season. And a good queen bee will lay from 2000 to 3000 eggs a day—so that in each hive a working "fool is born every minute"—and then some.

And a good hive of bees will at the height of the season contain 30,000 to 60,000, and even 100,000 bees.

So that, though there may be torrential rains all through the fruit blossoming season here, with only an occasional breaking of sunshine through the weepy clouds, during those few hours of sunshine the bees will carry the pollen and make the blossoms fruitful.

For the bees work and literally "improve each shining hour." They have the urge of their ancestors back through the ages for work; that is the life of the honey bee, and that is her death.

**Might Subsidize Beekeepers**

It would pay the fruit growers of the Salem district to subsidize the beekeepers, with a money subsidy.

But they do not have to. Here is a better way:

They can raise more white, alkali and sweet clover, and scatter more Scotch broom, and in other ways provide more late bee pastures.

And encourage more beekeeping; set better bees, and see that bee diseases are stamped out. And in that way the orchard men will subsidize themselves; they will improve the fertility of their soil, and they will get three crops for one—the clover, the honey and the fruit.

And they will make sure the fruit.

**A Coming Bee Paradise**  
There is no section in the world that has a better honey flow than the Salem district in the late spring and early summer. Extend this, by providing proper bee pastures, throughout all the sunshiny days of late summer and fall, and this will be a variable land flowing with milk and honey—and money. The honey crop will be a money crop—an essential story of three, four or five and six story agriculture.

Hence the Opening  
The above statement of facts and the discoveries and conclu-

sions of science and of all up-to-date fruit growers will explain and give force to the invitation that is extended in the first paragraph of this article.

The thoroughly posted beekeeper, or the intelligent and industrious man looking for a profitable opening, and willing to learn, will find a welcome here. He will be received with open arms.

He will find customers for his surplus bees, and he will find everyone willing and anxious to help him, in aiding in providing late bee pasture for his bees. This latter is the outstanding requisite for making this a great bee district. The early honey flow is already here—in the billions upon billions of blossoms on tree and bush fruit trees and on forest trees and flowers. The growing of the white and sweet and alkali clovers and other crops and the spreading of bloom bearing bushes and trees and other growths for the late bee pasture is only a matter of education; of constant propaganda that would cost nothing, by men who would from intelligent self interest work along these lines.

From the College  
("Beekeeping for the Oregon Farmer" is the title of Extension Bulletin 232 of the Oregon Agricultural college extension service. It is by A. L. Lovett, professor of entomology, and it is dated November, 1919. Following are a few brief excerpts:)

"NO FARMER SHOULD BE WITHOUT A FEW STANDS OF BEES; for with proper care and manipulation, enough honey for home consumption can be secured from one or two colonies.

"A fruit grower can secure a DOUBLE PROFIT from his bees in the honey and wax obtained and in the added value given his fruit through cross-pollination. The pollination of fruit trees is an important consideration in the west; it has many times been shown that insects furnish the most important means of distributing pollen to self-sterile plants, and that of these the honey bee is probably the most important. Though it is probably the exceptional season when honey bees are of much service in pollinating red clover, many other field crops are benefited. As the acreage of alkali clover increases there will be a real field for the bees, both for pollination and for the collection of fair excess of excellent honey. Honey is a product which occurs in nature in the shape of nectar in the flowers of plants, and is made available for our use only through the aid of bees. Wax, a secondary consideration, is a product of the bees themselves and is produced from glands within the body of the worker bee.

"Until a few years ago commercial beekeeping was considered generally unprofitable in the Willamette valley and coast districts because of excessive spring rains. A few men here and there were succeeding, but many were hardy holding their own.

"Due principally to new honey plants, but partly to improved methods in handling the bees, this condition is rapidly changing and, particularly in the Willamette valley, the average yields, considered for a period of years, will exceed those of ANY REGION EXCEPT SOUTHERN OREGON. Improved methods of handling will improve the conditions in the coast region as well. Honey plants are plentiful, including maple, vetch, fireweed, French pink, alkali clover and white clover. The development of special manipulations to get the bees in condition to harvest the maximum yields from the numerous nectar flowers will transform these questionable districts into profitable apiary sections.

### Honey As Food

"Honey is a most delicious, wholesome and nutritious food. It should cease to be regarded as a delicacy and become a staple article of diet. It is more readily assimilated than sugar and can be substituted for sugar in cookery and on the table. Excellent recipes for its use may be obtained by writing to the Oregon Agricultural college, or sending to the United States department of Agriculture for Farmers' Bulletin 653."

### Made a Lot of Money

Some of the men acquainted with the methods of commercial beekeeping in the alfalfa districts have operated here in the Willamette valley, and have made a lot of money, big clean-ups with not very large investments.

Some beekeepers down in the St. Paul, Marion county, district have been making money in the industry for years. J. W. Beckley, 166 North 21st street, Salem, has made a success with bees at five different points around Salem. G. A. Miller, 260 Marion street, Salem, is a successful beekeeper, in connection with his orchard interests. R. W. Hogg & Sons, Route 2, Box 172, Salem, who have a fruit farm and are breeders of Poland China swine, Registered Angora goats and White Rock chickens, a couple of miles above Salem, on the Polk county side of the Willamette river, are successful beekeepers of long standing; and they market their honey under their own label.

The list might be extended very materially—showing numbers of successful beekeepers here now. But the idea the writer hopes to put over is that there is room for a great many more beekeepers here; room and a welcome, and opportunities for great profits in a line that can scarcely be overdone here, and in a branch of the most interesting of all. And, above all other considerations, an opportunity to be helpful to their fellow men; for that is what we are here for. That is the only good reason for existence by any man or woman in this country, or any other country.

**HUBBARD CREAMERY**  
Manufacturers of  
**MOTHER HUBBARD BUTTER**  
This brand always a guarantee of quality  
Distributed in Salem by State Street Market, 1256 State Street.  
Highest Price paid for eggs. Commercial Feed Grinding,  
Manufacturers of Mother Hubbard brand of Scratch and Egg Laying Mash  
Octav Voget, Mgr.

**SQUARE DEAL QUALITY SEEDS**

Above is the emblem of **LEE L. HERSCHBERGER** the Hubbard Seed Merchant. Although Mr. Hubbard deals in seeds of all kinds, he is particularly interested in **CLOVER and VETCH SEED**. This is Mr. Hirschberger's 15th season. The popularity of his warehouse with buyers is the result of square dealing and a thoroughly equipped plant for re-cleaning seed. Because of the exceptional quality of his work, he receives a premium price for his re-cleaned seed, a premium which he passes on to the growers. As a result farmers from miles around take their seed to him. He ships several carloads of seed each year.

Mr. Hirschberger plans on adding another cleaning machine to his already fine battery of cleaners.

His slogan is:  
"Our Claim—Best facilities for re-cleaning clover seed."  
"Our Aim—A better standard of seeds than your law requires."

**CREAMERY FILLS NEED**  
Hubbard Institution Makes "Mother Hubbard" Butter

One of the valuable business concerns of Marion county is the Hubbard Creamery, at Hubbard. This place serves a vital need among the farmers as it furnishes them a ready cash market, right at home for their cream, poultry and eggs and also because it is equipped to do custom grinding of grain and to supply feed.

It manufactures the famous "Mother Hubbard" brand of butter which commands the top price on the market. This brand is a leader in many of the towns in the state, in Salem it is retailed and jobbed by the State Street Market, 1256 State street.

The creamery spends large amounts of money each year for poultry and eggs.

The average price paid last year for select eggs was 30.87 cents per dozen.

The amount of money paid out each year is a big factor in the total income of the district.

The creamery's feed grinding equipment is modern and of value to the farmers. It also sells various kinds of feed and manufactures several excellent kinds of poultry feed such as scratch, egg mash, etc., all going out under its own "Mother Hubbard" brand, which is a guaranty of first class quality.

Octav Voget is manager. He also owns a farm near town. On the farm he keeps a valuable herd of purebred Guernsey cattle and White Leghorn chickens. The Guerneys carry a heavy percentage of blood of the great Mily Rose family. White Leghorn baby chicks are among the leading sources of revenue from the farm.