

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.

Hunt Bros. Packing Company

Salem, Oregon

Quality Fruits,
Proper growing,
Proper packing,
Intelligent selling,
Courteous treatment,
Community service,

Are the steps to business success

DEHYDRATED and CANNED FRUITS AND VEGETABLES

Oregon Products

King's Food Products Company

Salem—Portland—The Dalles Oregon

Gideon Stolz Co.

Manufacturers of Dependable Brand Lime-Sulphur Solution
The brand you can depend on for purity and test
Prices upon application
Factory near corner of Summer and Mill St. Salem, Oregon

Willamette Valley Prune Association

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

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Warm Air Furnaces, plumbing heating and sheet metal work, tin and gravel roofing, general jobbing in tin and galvanized iron work.
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Dixie Health Bread
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Always At Your Service

"The Trolley Car"
It's safe, comfortable, convenient and economical.

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FOR YEARS AND YEARS

The catalogue 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

Phone 49 & 525, 514-7, 522-7 St.

A SALEM DISTRICT MAN FIRST TO GET WHITE EGGS FROM UTILITY FOWLS

He Makes Oregon First in Doing What Could Not Be Done With Other Than the Mediterranean Breed of Hens—Reaches the Goal in a Quest That Has Been Ages Long and World Wide

By W. C. CONNER, Editor Northwest Poultry Journal
Oregon produced the first 300-egg hen, that is, the first hen to lay 300 eggs or more in one year, and now another great honor in poultry producing achievement is due old Oregon in accomplishing the long proclaimed impossibility of producing a large standard-bred yellow-legged fowl with red earlobes which would lay a pure-white egg, a monopoly on which egg production has long been held by the white ear-lobed fowls.
"It couldn't be done, but he did it!" This applies to Mr. M. Buley, of Springfield, Oregon, a poultryman who has been quietly working out this plan in his little poultry plant at Springfield, near Eugene, with a flock of standard-bred Rhode Island Whites.
To bring about these results in egg production, Mr. Buley did not introduce any foreign breeds or blood in his flock. He simply noted the fact a few years ago that one of his Rhode Island Whites produced pure white eggs of uniform size and weight. He began systematic mating and breeding from this hen's sons and daughters, and as a result he today has a beautiful flock of Rhode Island Whites of standard type which lay pure white eggs, proof of which may be seen at The Statesman office, where a few of the Buley Rhode Island White egg product is on exhibition.

Of immense importance The importance of Mr. Buley's success in producing this strain of large white general purpose fowls will be better understood, when we state that for 10 years, Harry Lamon, the government poultry expert at Washington, D. C., with plenty of capital and assistance at his command, has been working on this same problem, and has only been partially successful, for up to this time his new breed of large white fowls with red earlobes, and which derive their name from his own name "Lamonas", still persist in occasionally producing individuals that lay brown eggs, and therefore the new breed has not as yet been introduced officially, or offered to the public.
Others Have Worked Other great poultrymen have long been working along the same line without signal success. But in the meantime a resourceful Oregon poultryman of small means and experience and without assistance has accomplished that for which the others have long unsuccessfully striven and found so difficult that it has been generally considered among the impossibilities.
Marks a New Era This achievement on the part of Mr. Buley marks a new era in scientific poultry breeding and adds new laurels to the fame of Oregon, and Oregon poultrymen and standard bred poultry.

SCREEN DOORS

Wire Screen, Screen Hardware, Screen Enamel and paint will brighten up and preserve your old screens.

Falls City-Salem Lumber Co.

349 So. 12th St. Phone 813
A. B. Kelsay, Mgr.

Ed. CHASTAIN CLOTHING CO.

305 State St.
Men's and Young Men's Clothing and Furnishings
Use my stairs. It pays

SALEM IRON WORKS

Established 1890
Founders, Machinists and Blacksmiths
Corner Front & 5th Sts. Manufacturers of the Shand pump for irrigation and other purposes. Correspondence solicited. Irrigation information supplied. Makers of Salem Iron Works Drag Saws.

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100 rooms of Solid Comfort
A Home Away From Home

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Foundry and Machine Shop
17th & Oak Sts., Salem, Or. Phone 886

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17th & Oak Sts., Salem, Or. Phone 886

MARION CREAMERY & PRODUCE CO.

Salem, Ore. Phone 2488

Salem Carpet Cleaning and Fluff Rug Works

Rug and fluff rugs woven any size without seams. New mattresses made to order. Old mattresses remade. Feathers renovated. I buy all kinds of old carpets for fluff rugs.
Otto F. Zwicker, Prop.
Phone 1157
13 1/2 and Wilbur Streets

cance in the above from Mr. Conner than will appear at first glance to the man who is not up to all the curves in the poultry world. The experienced breeders however, will catch the significance of it without any prompting—for they know this is the reaching of the goal in a quest that has been ages long and world wide; and if this Salem district breeder could cash in on the benefits that will accrue to the coming generation in all countries from his discovery and development, he would be richer than Rockefeller or Henry Ford.
All the Asiatic and English and American fowls from time immemorial have laid brown shelled eggs. The Brahmas, Cochins, Langshans, etc., are types of Asiatic breeds. The Dorkings and Orpingtons are types of the English breeds. The Rocks and Reds and Wyandottes are types of the American breeds. All these and their cousins have always laid brown eggs. Brown eggs are all right in Boston; they are preferred there. But every other large market, including that of Greater New York, calls for white shelled eggs. The Mediterranean fowls, "Iky white shelled eggs. The types are the Leghorns, Minorcas, Anconas, Spanish, etc.
So the true utility fowl, for which the wide world has been waiting, must be heavy, to produce the largest possible amount of meat, and it must lay a white egg. That is what Mr. Buley has accomplished. He has conferred a great boon on the poultry world.
The first 300-egg hen, produced in the Salem district, was the "Dryden" hen at Oregon Agricultural college, accomplishing this feat several years ago. She was of the "Oregon" breed. Since that time "Oregon" hens at the Oregon asylum for the insane, at Salem, have become 300-egg hens. Nearly every leading poultry breeder in the Salem district has produced 300-egg hens; and a number of breeders in the Puget Sound district have produced such hens. One Salem district hen has laid 335 eggs in one year—and the 365 egg hen is in sight for the Salem district; with an extra one for leap year. By every test, we have the best poultry country in the world; and we are developing the best race of poultry breeders on earth.—Ed.)

GOOSEBERRIES A GOLD MINE HERE

Four Rows Ten Rods Long Had Produced \$150 Worth Up to Last Sunday

Dr. E. E. Fisher of Salem was visiting at the home of Mr. and Mrs. F. C. Wiltsey, on the Jefferson road four miles south of Salem, last Sunday. Mrs. Wiltsey is Dr. Fisher's sister.
Up to that time, Mrs. Wiltsey told him that she had sold the gooseberries from a patch of four rows about ten rods long, or about an eighth of an acre, for \$150; and they seemed to be getting only a fair start. Besides, they had been liberal with their neighbors who had no gooseberries, including enough for several gooseberry pies given to Dr. Fisher himself.
Never were finer gooseberries grown.
If that is a sample of what the gooseberry growers are getting from their bushes in the larger plantations this year, there will be some fine records to give out when the harvest is over.
Some stories of small gold mines in the way of profits from this line of bush fruit culture—
And the pack of 7000 crates by the Salem canneries last year will be due for a wonderful expansion.

LAND VALUES ARE MUCH LOWER HERE

All Things Considered, Far Below Similar Grades Elsewhere on Coast

Editor Statesman:
Before locating in Oregon I for myself, and the men with whom I was associated, made careful investigations of the principal fruit producing sections of the United States, and especially Colorado, Idaho, Washington and California. We thoroughly satisfied ourselves that there was no place where soil, climate and market conditions were more favorable than the Willamette valley in Oregon, and that there was no question but that, all things considered, land values here were much lower than lands of similar grade in the districts and states which we investigated. Later and continued observation has more thoroughly convinced me of that fact.
The opportunities which I have had, during the past years, to investigate and know the returns from several hundred farm, orchard and berry tracts in the Willamette valley give undisputed evidence that from a money income standpoint, that taken as a whole, our lands are not overvalued.
These investigations and farm income reports do reveal, however, a few things which should not be passed over. There are many farmers who are not keeping sufficient dairy and other live stock to maintain the fertility of their farms, and are, in fact, decreasing the fertility by continuous grain crop and summer fallow methods. There are others who are raising grain on land which would produce a much greater return in fruit, nuts or berries. There are still others who are trying to raise fruit, nuts and berries on land more suitable for general farming purposes.
We have such a wide diversity of soil and soil conditions in the Willamette valley that we can grow almost any farm crop, fruit, nuts, berries or vegetables, but there have been mistakes which ought not to be repeated, and the Salem Chamber of Commerce, Marion-Polk County Realty association and other public and semi-public organizations could render a distinct public service by creating some form of agency or information bureau whereby newcomers could secure reliable information as to where lands adapted to the particular type of farming that they wish to pursue, can be found.
Intelligent cooperation in these matters will do more than anything else to place our land values on a proper income basis and give us satisfied people, and when you have a satisfied people boosting for a community it is impossible to keep others out.
A. C. BOHRNSTEDT.
Salem, Or., June 6, 1923.

CALIFORNIA AND OREGON VALUES

The Purchases of T. W. Brothers, in Salem District and Near San Jose

Several years ago a Nebraska man located in the Liberty district, purchasing a 30-acre prune orchard belonging to a man named Lowndes. It was all in prunes, all bearing; with a drier and cottage and outbuildings just four miles from the banks in Salem, on a beautiful scenic site, with good roads—hard surfaced and rock road. The price was \$15,500. His brother came out to locate on the coast and visited him; went on to the Santa Clara valley, California, and bought 43 acres of an orchard near San Jose; half in prunes, 10 acres of apricots and 10 in other fruits, at a cost of \$80,000. It was under irrigation, however. Notwithstanding, it impressed me that he was foolish to pay so much more, even on the basis that it would produce more heavily.
I talked with the owner of the 30-acre place here yesterday, and inquired of him what great advantage did his brother have for the difference in investment? He said climate. I admit it is not a fair criterion to judge the average returns covering a number of years from the last year's crop, but the facts are that the California brother had no greater yield of prunes than the Liberty prune grower last year. An Oregon man could afford to pay well for the climate out of six per cent of the difference in cost of the two orchards, or even doubling the returns from the Santa Clara orchard still live in the California climate from the interest on the difference in the original investment.
And Oregon would have the best of it in climate for several months other than the winter months besides. Many would claim Oregon would have the best of it climatically all the year round, but I want to be reasonable. Personally I have the impression that the Oregon brother has the best of it in his investment. Yours very truly,
WM. FLEMING,
The Fleming Realty Company, Salem, Or.
Salem, Or., June 5, 1923.

SCRATCHED OVER ARE PROPER WORDS

Hundreds of Thousands of Acres of Land in Salem District Need Better Use

There are 750,000 acres of land in Marion county, of which approximately 500,000 acres are on the assessment rolls. The balance is state and forest reserve and other government and church land.
Of the 500,000 acres of land on

the assessment rolls, it is safe to say that at least half is timber and pasture, most of which might be brought into cultivation.
The same is true of Polk county, in about the same measure as to total acreage and as to pasture and timber land.
And the same may be said concerning the land that is tributary to Salem as a market center in Linn, Benton, Yamhill and Clackamas counties.
The average assessed valuation of land in Marion county is \$35 an acre.
Vast Opportunities It is plain to be seen, from the above, that there are vast opportunities of development here. The land in the Salem district has been only scratched over so far.
An Oregon Agricultural college authority said recently that all the land in this whole state that is used with proper crop rotations might be included in a strip less than three miles wide running from Corvallis to Portland. He might have added that a very creditable proportion of such land, under proper crop rotation, is in the Salem district—creditable from a comparative standpoint.
But still there is oceans of room for improvement here; improvement that will finally mean a dense population; and the most prosperous section under the shining sun.

WHAT IS AN ACRE OF LAND WORTH IN THE SALEM DISTRICT? THE REPLY

It is Worth Anything the Owner Chooses to Make it Worth, Is the Answer of One Correspondent—Other Ideas of the Cheap Prices of Land Now in This Section

What is an Acre Worth?

Editor Statesman:
If a man can take five acres of \$100 per acre land and in a year or two, or five, make the best tulip farm in the world, worth \$10,000 or more, or if a man can take the same land and in 10 years make a cherry orchard worth \$10,000 or more, or a walnut orchard worth even more—
Or, if he can make 20 acres of such land into a prune orchard worth \$10,000 or more—
Or if a couple of young men can sell a year's crop of strawberry plants off of 10 acres rented land for \$15,000, or \$5000 of asparagus plants off of a few acres of rented land—
Or if a couple of boys can rent 100 acres of land and pay expenses and pay for the land, make a living and have a herd of cows, three of which brought a refusal of \$60,000 cash, real U. S. money, not marks—
What is land worth in the Willamette valley?
Answer: Anything the owner chooses to make it worth.
CHILDS & BECHTEL,
540 State street.

Speaks From Experience

I am devoting a small amount of space to climate and acreage near Salem, Oregon. I do it because I know it, because I know what it will produce. I can tell you a whole lot more face to face, but this may go to thousands who may never see me. I want you to get the ideas on climate and acreage about Salem. There are no lemons in my garden of investments. Here's the dope:
Having lived in and near Salem for ten years, I find the climate to be mild; no extreme days in this section. This soil will produce more berries, cherries, prunes, grains, grasses—in fact this is the most productive land I have seen. It requires no more labor than other sections, and not so much as some. I have cultivated the soil in Florida, Indiana, Oklahoma and Oregon, and I find this land the best.
W. E. COMPTON.

Price and Land Values

Editor Statesman:
It is conceded that land is the basis for all wealth, and that the ultimate security in any real property is the land. Then why should a good acre go begging in Marion county, Oregon, at \$70 an acre, when the same acre in the Washington fruit belt would be grabbed at \$500, and would sell for \$1500 and better in the "land of the native son?" It's a hard fact, but

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ALL SIZES MANUFACTURED BY
Salem Brick & Tile Co.
Salem, Oregon Phone 917

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.

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Drs. SCOTT & SCOFIELD
F. E. O. Chiropractors
Ray Laboratory 414 to 419 U. S. Nat'l Bldg.
Hours 10 to 12 a.m. and 2 to 6 p.m.

KINGWOOD SAANEN GOAT RANCH IS O. K.

E. E. Woods Has His Eighteen Pure Bred Goats in a Fine Place Now

E. E. Woods has lately moved all his pure bred Saanen milk goats to the permanent home of the "Kingwood Saanen Goat Ranch."
This new place is in Kingwood Park, which joins West Salem. The best way to reach the place is to go into the main Kingwood drive and keep going west till the bottom of the hill is reached. The entrance gate is across the street from a small new house at the foot of the hill. The place can be reached from the scenic Kingwood drive which winds around the hill. But, for the present, the way from the main Kingwood entrance is the better way.

Has Eighteen Goats

Mr. Woods has 18 goats now, young and mature. Ten of them are kids. But every goat is pure bred, and registered. There are four pure bred young billies that are fine fellows.
Kingwood Saanen Goat Ranch is still largely in the making; but good buildings are up and partly finished, and, in due course, this will be one of the most beautiful spots in all Oregon; an ideal goat ranch.

There are some Toggenburgs at the ranch now, but they do not belong to Mr. Woods. They are does, there for breeding purposes. Mr. Woods goes in exclusively for the Saanens, and only registered animals.
It is predicted that Mr. Woods, who is a painter, will in time find it necessary to give all his time to his goats. He is a pioneer and has made a very good start, and he deserves the great success that should be his in this most useful line of endeavor.