

# 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.

## 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.

### 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

### Wilamette Valley Prune Association

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

### NELSON BROS.

Warm Air Furnaces, plumbing heating and sheet metal work, tin and gravel roofing, general jobbing in tin and galvanized iron work.

305 Chemsick St. Phone 1906

### DIXIE BREAD

### Dixie Health Bread

Ask Your Grocer

### Always At Your Service

### "The Trolley Car"

It's safe, comfortable, convenient and economical.

### 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

## HENRY CORNOYER THINKS OREGON WILL HAVE ABOUT 60,000 BALES

### He Estimates the Acreage at 12,000, and He Says the Prospects are Excellent for a Good Crop; But He Is Not Encouraged By the Market Outlook

Henry Cornoyer is one of the best posted men in Salem on hop conditions and the industry in general. He told the Slogan editor last night that the situation might be covered in a very few words, like these: There will be 60,000 bales grown in Oregon this year. There are 12,000 acres in hops. The crop is looking fine. But the market outlook is poor. The hop control in England is putting a crimp in the market. England will take no outside hops till their crop is all sold. There have been offers here for the coming crop of 13 cents a

pound. This is below the cost of production. The cost of producing hops here is 15 cents a pound. There is no immediate demand; no sale for the baled hops of former years on hand. The spot market is all shot to pieces. That is the story, as given by Mr. Cornoyer, of the firm of Durbin & Cornoyer. The Dealers Here T. A. Livesley & Co. J. R. Linn. Clifford Brown. Russell Catlin. Louis Lachmund. Seavy-Bell Hop Co. Durbin & Cornoyer.

## RED LUCK

Senator Calder was discussing the race question. "Optimism about this question," he said, "is impossible to any student of the question. Yes, optimism here seems to be as misplaced as Smith's. 'I see you've got a horseshoe over your front door,' a neighbor said to Smith. 'Has it brought you any luck?' 'Has it?' You bet it has!" declared Smith the optimist. "Six times at the very least, sir, that horseshoe has tumbled down on one or other of my children's

## heads, and of jingo, it's never killed one of them yet."

Drug Stores Happy Prohibition Commissioner Haynes said at a luncheon in New York: "The wets are now whining that prohibition is hard on the drug fiends." The drug fiends, being no longer able to get drunk occasionally, keep right on with their drugs without any let-up. Thus they are going to pieces faster under prohibition than under the old wet policy. "Well, now, if prohibition is hard on the drug fiends I'm sorry, for I don't want to be hard on anybody. But, friends, did you ever look at a drug fiend--his shifty eye, his lax mouth, his reeling chin? "It is hard to look at a drug fiend without repeating in utter discouragement the old Chinese proverb: "Rotten wood can not be carved." The Japanese have abandoned their fight for race equality. They have accepted the obvious.

## SCREEN DOORS

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

### Falls City-Salem Lumber Co.

349 So. 15th 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 1800 Founders, Machinists and Blacksmiths Corner Front & 10th Sts. Manufacturers of the standard 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

## 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

## Salem Carpet Cleaning and Fluff Rug Works

Rug and fluff rugs woven any sizes 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 1154 13 1/2 and Wilbur Streets

## THE GROWING AND MARKETING OF LATE CABBAGE, AS GIVEN IN COLLEGE BULLETIN

### Yields of 20 to 25 Tons an Acre Sometimes Reported-- Money Could Be Made By the Farmers With Good Cabbage Land in the Salem District, If They Could Be Sure of a Good Factory Demand

(Money could be made by the farmers of the Salem district with the right kind of land, and especially with the use of irrigation, in the growing of cabbage, if they could be assured of a market demand. This could be, and ought to be assured by the organization of kraut factories here. Following is Circular 86 of the Oregon Agricultural college, department of vegetable gardening, on "The Growing and Marketing of Late Cabbage," the author being P. V. Maris, director.) Soils: This crop is not adapted to a soil which does not hold moisture well during the summer and fall months, unless there be a possibility of irrigation. Moisture holding capacity, therefore, is an important essential. Well drained soils will produce a crop that can be marketed longer in the fall and winter than where the crop is grown on lower locations. Much of the best late cabbage grown in this state is produced on well fertilized upland soil, having a capacity of holding moisture in the summer. Large yields are obtained from many different kinds of bottom soils and swales, that are well drained. There is also a large acreage of dyke lands which are capable of producing large quantities of cabbage in profitable yields. Soils which are high in organic matter will usually produce large cabbage which gives a heavy tonnage. Cabbage lands should preferably be free from acidity; applications of lime correcting this condition in the soil. It is not wise to plant cabbage on land which has a steep slope or which has been farmed for a long time to various kinds of field crops, the fertility of which land, therefore, is somewhat run down. The success in growing the crop is largely dependent upon the amount of available moisture in the soil, and hence where there is no possibility of irrigation special care must be exercised in selecting lands for this crop.

Varieties and Plant Growing: For the main fall and winter crop Danish Ball Head is best. Oregon grown strains of this variety seem to give superior results as compared with those from imported seeds. Danish Round Head is an early strain of Danish Ball Head. One of the best varieties for home use for winter is the Giant Green Savoy, which is an especially excellent cabbage for cold slaw and for cooking. Methods of plant growing vary considerably with individual growers. In order that the plants may be cultivated and kept clean when in the seed bed, the seed should be sown about May 1 in well prepared out door beds. In some localities the seed is sown broadcast which is more difficult to do properly than sowing the seed in straight rows. Seed which is sown broadcast should be on as clean ground as possible, otherwise the plants cannot be cultivated or weeded out. The soil in either case should be worked down fine and smooth following which the seed can be drilled in thinly so that the plants will afterwards stand about an inch apart in the row, and the rows from eight to ten inches apart. Crowding of the plants in the rows causes a restricted growth of the roots and there will be a less stocky top. It is usually advisable to make at least two sowings of seed, the one about May 1

apart and the plants set from 20 to 24 inches apart in the rows. The distance apart the plants will be set will depend very largely upon the fertility of the ground and the ability to hold moisture during the summer time. Cultivation: Cabbage land should have a light mulch during the summer which is kept up by cultivation every twelve or fourteen days or more often if there be summer showers. There will be very little hand work necessary in hoeing. Harvesting and marketing: In marketing the cabbage crop it is a good thing to divide up the land so that a wagon road may be laid out in order that the cabbage may be quickly loaded from the field into the wagon. The demand on the market is usually for four to five pound cabbage. Solidity of heads is also an important factor in the question of marketing. If the cabbage is going to be sold to a contractor it may stand in the field longer than if it is going to be sold on the open market. Also there is very little necessity for grading if the cabbage is to be sold to the factory but where the cabbage is to be sold in the fresh state on the market it is necessary to have the heads graded for size. Canneries and kraut factories usually will contract on an average price of from \$12 to \$15 per ton.

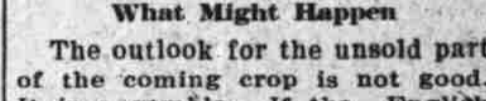
Yield of cabbage per acre: This factor will depend very largely on the soil conditions, and the care that has been given to the crop. It is necessary that cabbage land yield from six to seven tons before expenses for growing are paid. Average returns are usually from 10 to 18 tons per acre. Some yields from 20 to 25 tons per acre are sometimes reported but these are obtained only under unusual conditions. Cost of production: The various items in producing cabbage will total from \$75 to \$90 per acre. Some of the least expensive items are the most important, such as seed, preparation of ground and the growing and setting of the plants. Especially important is the question of the strain of seed that one obtains in growing the crop. The price for sufficient seed for an acre is nothing compared with the results that are obtained where one uses a high yielding strain. Insects affecting cabbage and control of same: There are quite a number of important insects that feed on the cabbage and in most cases these can be successfully controlled. The insects of greatest importance are the green cabbage worm, the cabbage maggot, the flea beetle, the cut worm, grass hopper, cabbage aphids, and slugs and snails. The department of entomology of the Oregon Agricultural college has a complete list of sprays and dusts that can be used for successfully combating the various sucking and chewing insects. This may be obtained from the College Exchange. It is ordinarily impossible to successfully grow a crop of cabbage unless one fights these pests or in some cases the soil conditions may be of such a character as to produce a very rapid growth in which case the growth of the plant may be so rapid as to offset the work of the insects. Bulletins available on other vegetable crops: Besides these notes on the cultivation of late cabbage, gardeners may obtain notes on other important vegetables, as asparagus, tomatoes, rhubarb, cauliflower, broccoli, etc. These pamphlets may be obtained by writing to the College Exchange, Corvallis, Oregon.

## OREGON IS STILL THE LEADING HOP STATE IN THIS COUNTRY, BOTH WAYS

### Leading in Quantity to Be Produced This Year, and in Quality of the Hops Grown--But the Outlook for the Hop Industry in This Country Is Not Bright, Owing to Uncertain Markets

The following is the result of an interview of a leading hop grower and dealer of the Salem district yesterday, by the Slogan editor: Oregon produced about 55,000 bales of hops last year. Some vines have since been plowed up, and some yards are being neglected. But, owing to the excellent crop outlook in the yards that are being well taken care of, the number of bales produced this year will likely be about the same as was put up ready for market last year. There are probably 11,500 acres in hops now, in Oregon, which means in the Salem district. Perhaps as much as two-thirds of the crop is contracted for the English market; mostly on long time contracts. What Might Happen The outlook for the unsold part of the coming crop is not good. It is a gamble. If the English crop should be very short, the prices for the surplus hops here might be remunerative. But there are 7000 to 8000 bales held over from last year and the year before; mostly from last year's crop. Then the hop board of control in England will not allow any hops to be imported till the English crop is all sold. They maintain what amounts to an embargo. Oregon growers are offered now only 12 cents a pound on contract. It costs 14 cents to put them into bales. Labor is higher than it used to be, and so are all materials and other expenses. Growers could formerly get by on 7 to 10 cents a pound for the cost of production. While this is good growing weather for the hops, the dampness is also favorable to the hop lice, and some of these pests have already appeared, and forehanded growers are already spraying.

Oregon Still Ahead The California crop last year was about 85,000 bales. It will not be over 40,000 to 45,000 bales this year. About half the acreage in that state has been plowed up. Washington had 22,000 bales last year. That state will produce only about 15,000 bales this year. New York formerly produced a large hop crop. That state is now practically out of it; will have only a few bales this year. A Good Deal of Money The 55,000 bales in Oregon this year will mean 10,000,000 pounds of hops. At the bare cost, this means \$1,400,000 in cash to come here. The sum will likely be larger this year, on account of the contracted hops. Formerly the average Oregon crop was 150,000 bales a year. This meant three to three and a half million dollars a year, at the then prevailing prices. America still uses some hops, for near beer and in the drug and yeast trades. But the main market is the foreign market. A short crop on the continent would help the Oregon grower who has no contract, the same as would a partial failure of the English crop. But the harvests over there are about concurrent with ours--hence the gamble. There will always be some hops grown in the United States; how many will depend on circumstances; and what proportion the Salem district will supply will depend on still other circumstances. But this is the best hop district in the world, and may remain the best, or permanently, in the game.



The Viola



TUFTED PANSIES

While giant flowered pansies are wonderful, they do not compare in freedom of bloom with the violas, or tufted pansies, which have much smaller flowers but more of them. Sow seed of the violas now, and they will be blossoming by fall, and then with a good mulch for protection they will last through the winter. Not only this, but the plants you have may be multiplied either in the fall or spring, by taking them apart and setting out each little tuft to make a plant by itself. It will root readily, and your stock will be multiplied. A bed of these pansies in rich soil will be completely covered with flowers the following spring. It is an open secret, adds the Wichita Eagle, that the finest cottage procurable is to be sent to the young lady with compliments of the Wichita merchant.

### To build for permanency, strength and beauty use Burnt Clay Products

SEND FOR CATALOG

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