

# 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.

**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"  
 In the Best Butter  
 Here Cows and Better Cows in the crying need

**MARION CREAMERY & PRODUCE CO.**  
 Salem, Ore. Phone 2488

**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

**NELSON BROS.**

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

325 Chambers St. Phone 1906

**DIXIE BREAD**

Dixie Health Bread  
 Ask Your Grocer

**RIDE THE TROLLEY FOR SAFETY COMFORT CONVENIENCE AND ECONOMY**

Tickets save your time. Buy them in strips 5 for 30 cents.

**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 at the ones that get by.

**Statesman Publishing Company**

100 rooms of Solid Comfort

**A Home Away From Home**

Phone 23 or 583  
 215 S. Com'l St.

## THE WOOD WORKING OPERATIONS OF THE SPAULDING VERY EXTENSIVE, AND THEY ARE CONSTANTLY GROWING

Charles K. Spaulding is Directly and Indirectly Responsible for the Employment of Over 1000 Men, to Say Nothing of His Connection With the Big Salem Paper Mill—The Large Saw and Planing Mill and Box Factory Operations are in Salem

The Charles K. Spaulding Logging company is the name under which large wood working operations are carried on, with headquarters in Salem, but with men employed and manufacturing done in several of the Willamette valley counties.

Charles K. Spaulding is the president of the company and its general manager, and his son, Walter L. Spaulding, is the secretary and assistant manager. U. G. Holt has the designation of logging superintendent, but he assumes and willingly has thrust upon him many duties not strictly connected with keeping the logs coming into the various plants.

The Salem Saw Mill  
 The Salem saw mill of this company has a capacity of over 140 thousand feet a day in an eight hour shift, but the average run in eight hours is around 120 thousand feet a day, and they have been turning out in two eight hour shifts about 220 thousand feet a day. They had on their payrolls, working in and around the mill, in June 362 men. They supply a market covering a wide territory.

Other Operations Here  
 The Spaulding company has also in Salem a sash and door factory with a working force that averages around 45 men.

Also, they have here in Salem a box factory. This factory uses about 500 thousand feet of lumber a month, or around 25 thousand feet a day.

At Other Points  
 The Spaulding company has a saw mill and window frame factory at Newberg. About 160 men are employed there; 25 of them in the window frame factory. Lumber yards are maintained by the Spauldings at Woodburn and Independence.

They have also at McMinnville a sash and door plant, in which they employ around 50 men.

They have a logging camp in the Luckiamate district, with about 45 men, and they have in that district besides two contract logging camps; three in all. The Spauldings have about 20 miles of railroad track in their different logging districts.

Big Logging Operations  
 Then there is the Spaulding-Miami company, operating in the Grand Ronde district, in Polk, Yamhill, Lincoln and Tillamook counties, having about 30 miles of railroad. The operations there are logging. The Spaulding logging mills take from that camp about 35 cars of logs a day, and sales of logs are also made to other mills. There are employed in the logging operations there 250 to 300 men.

It may be seen from the above that the Spaulding people are directly responsible for the employment of over 1000 men.

Besides all the above activities, the Spaulding people are interested in the ownership and management of the big paper mill in Salem, and they furnish this mill all its wood and part of its logs and other supplies. But a description of the paper mill and its operations will be found in the Slogan pages next week, when there will be ample space available for this purpose.

The Charles K. Spaulding Logging company has a sales office in Portland, in the Northwestern National bank building.

**Fairmount DAIRY**

Perfectly Pasteurized MILK AND CREAM  
 Phone 725

**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. 12th St.  
 Phone 813  
 A. B. Kelsay, Mgr.

**HOTEL BLIGH**

100 rooms of Solid Comfort

**A Home Away From Home**

**Statesman Publishing Company**

100 rooms of Solid Comfort

**A Home Away From Home**

Phone 23 or 583  
 215 S. Com'l St.

every day of fair weather has favored the outlook. There is still some brown rot in most of the orchards; but, with the first and second pickings, and continued fair weather, the danger of much loss will be passed. Rains would render the loss great.

As to the prune market, it is a waiting game. The opening prices of the cooperative associations are not yet ready for announcement—it is a matter that is having profound consideration, but the conclusions have not yet been reached.

The following two articles from the September number of the Oregon Grower, the magazine of the Oregon Growers Cooperative association, will be read with interest by all growers and others interested in the outlook:

"What Makes the Quiet Prune Market?"

"A number of causes—First, the refusal of the trade to stock up for a long time ahead. This is caused by a tendency in the past year or two for the prunes to start off high and then experience a gradual decline in prices. No man is willing to gamble on a sure loss. As many buyers have stated, 'We are not buying until prices are bed rock and there is no chance for lowering values and some chance of prices going higher.' Second, good crops in both California and the northwest last year. Third, the loss of nearly two months consuming period last fall due to poor and slow transportation. Fourth, an over abundance of certain sizes in the northwest due to the heat wave of September, 1922. The northwest should produce thirties and forties as the big percentage of its crop. Instead it turned out 1 1/2 per cent thirties and 37 per cent fifties. These small sizes came in direct competition with every other prune producing section in the world.

"Our future lies in the larger Italian prune. In the meantime, let's not get panicky but realize that the trade ultimately needs our goods."

"Low Prune Prices, and Why?"

"We have maintained right along that we would see our cheapest prunes at drying time or soon after. Without making any claim for unusual facilities in foretelling the future, the present price at which some growers are now selling to private packers would seem to justify our prediction. One packer is now paying for 30-35, 6 1/2c; for 35-40, 6 1/4c; for 40-42, 6c; for 42-45, 5 1/2c, and for 45-50, 5c. This really means 6c for thirties and 5 cents for forties. He is reselling these prunes packed, straight thirties for 9 1/2c packed f. o. b. Salem. His 30-35s will grade out some 20-30s which are worth real money. Talk about taking 'candy from babies.' Of course, these growers are up against it. Some have their last year's prunes yet. Their money is gone and their credit is gone. Couple this with a temporary buyers' strike and you have an ideal combination for low prices—entirely unjustified, of course. It is a dead mortal cinch if here in the northwest we don't make any profit on the larger sizes we won't make it on the runts."

What could be worse than a Greek-Italian war. Both of the languages sound like cussing.

**OLD LETTER PASSES ON**

ALBANY, Sept. 19.—Mrs. Lucinda Martin, 77, a Linn county pioneer, died at West Stayton yesterday afternoon, and will be buried in the Stayton cemetery Wednesday afternoon. The funeral services will be held at 2 o'clock.

Mrs. Martin was born in Cass county, Missouri, in 1845, and crossed the plains with her parents, Mr. and Mrs. George Blyden, in 1852, locating in Jordan, where she spent many years of her early life.

THE SITUATION AS TO WHEAT FARMERS  
 Many Suggestions as to Relief, But There Is Only One Right Way Out

WASHINGTON, Sept. 19.—"It is highly important to keep facts in mind if we are to reach sound conclusions in the consideration of economic problems," remarks the Republican Publicity association, through its president, Hon. Jonathan Bourne, Jr. "One of the most pressing problems now before the American people is that of aiding what growers in their financial difficulties. Although it is not the province of the government to guarantee any industry against losses incident to unfavorable natural conditions or abnormal circumstances surrounding markets, yet there are some facts in connection with the relations between wheat growers and the government which justify some special effort in their behalf. That is true of some other industries. The government has undertaken, for instance, to regulate railroad rates, to prescribe conditions of railroad service, and to fix the wages railroad must pay. That degree of interference with the business of the railroads imposes upon the government an obligation to see that such regulations do not drive them to bankruptcy.

"In the past the government interfered with the profits of wheat growers in a way that imposed upon the government an obligation to look after their present welfare in a way that it is not obligated to look after the welfare of other industries. During the war a food control law was enacted and in an effort to encourage production of wheat congress fixed what was intended to be a minimum price. Believing that they were certain to receive this minimum many farmers engaged more extensively in wheat production. But under regulations which the Wilson administration adopted, the minimum price became in effect a maximum price with many deductions on account of inferior grades, distance from markets, etc., so that wheat farmers were much disappointed in the returns they received.

"Grain farmers were not permitted to profiteer during the war as most other industries were free to do. Moreover, the policy of the government in making cost-plus contracts for construction and for war supplies was such as to encourage payment of high wages and increases in cost of production. Under policies adopted by the Wilson administration the cost of operating the railroads was enormously increased. Because of those high costs of production largely in force still, the prices manufacturers of commodities must charge and the rates which transportation companies must receive have not been reduced. Prices of most farm products, and of wheat in particular, have, however, come down.

"In an interview on August 20, 1923, Secretary of Agriculture Wallace summarized the situation in which the farmer is placed with relation to other industries. He said:

"The farmer could get along fairly well with present prices of what he has to sell if prices of what he must buy were down accordingly. But prices of other things remain high. That is what hurts. Wages in industry and on the railroads are almost twice as high as before the war. Taxes are about twice as high. Freight rates are from 50 to 75 per cent higher. Metals, building materials

**THE PRUNE MARKET IS WAITING GAME**

Picking and Drying Is Now General Throughout District, Except in Hills

**Salem Carpet Cleaning and Fluff Rug Works**

Rag and stuff 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

efficiency, we will need all the grain we grow, and more. We will need to import grains from other countries.

"During a sensational campaign one of the newly elected United States senators advocated higher wages for railroad men and higher returns to the farmer. When reminded that higher wages for transportation workers necessitates high rates to be paid by the farmer, the new statesman replied: 'I haven't worked out the details yet.'

"Obviously, he has not."

**What Is the Remedy?**

The above Mr. Bourne, who was formerly United States senator from Oregon, is well written. Mr. Bourne gives a good outline of the situation—

But he does not give the remedy; he does not say how the government is to discharge its obligations to the wheat growers.

Others are suggesting various schemes, including the purchase by the government of a large tonnage of wheat and withholding it from the markets. A voluntary reduction of acreage in wheat is another suggestion. There are numerous others.

But there can be no permanent relief till the home markets are brought up to the point of requiring all the wheat and other grains grown in the United States—

And this can be done by making this country self sufficient in the production of all the sugar we use in our own territory, and all the wool we need, and all the flax and hemp products, all the potato flour and starch and dextrine, and a thousand other things for which we draw upon foreign countries, employing labor in those countries instead of our own—

And our government can help in bringing about these conditions; but putting into effect a business administration of the United States agricultural department and the branches of the other departments having to do with the exploitations of our own resources, and the development of our own country. This can be done. And, again, there is no other effective way. If this country can be brought up to self sufficiency, we will need all the grain we grow, and more. We will need to import grains from other countries.

NEW TURKEY WHITE WHEAT AT THE FAIR

The Oregon Agricultural College Experiment Station Has Been Very Busy

Portland grain quotations are a puzzle to most persons who know that turkey red is one of the best milling wheats for Oregon. Many farmers think that because that excellent variety is so largely grown buyers take advantage in lowering the price. Buyers on the other hand say they want the hard, dark turkey but are not so keen about the poorer classes. They point out that most of the export demand is for white wheat.

Turkey red is the best yielding and best paying variety for the dry farm lands of the Columbia basin, but the experiment station grain men have been looking for a white wheat with turkey milling qualities equally hard and non shattering.

Several varieties were obtained from Kansas last year and tried out in the nursery at the Burns station under severe conditions. Of the varieties tried, 18 winter killed and several came through with promise. One of these will be shown for the first time in the experiment station show at the Oregon state fair. Special provision is being made by Secretary Curry to keep this valuable seed in a place guaranteeing its safety from theft and fire.

If successful, the new wheat will make possible complete standardization in eastern Oregon of white wheat, high yielding and good in quality.

Manner of labeling potato bags to comply with the new grading law will be part of the experiment station exhibit at the state fair. Form of labels and ways of making them will be shown along with different grades of potatoes.

Why suffer with Stomach Trouble when Chiropractic will Remove the Cause

**Your Health Begins When You Phone 87**  
 for an appointment

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

**WHY TABLE FOWL SHOULD BE FAT**

A discussion at the second British Poultry Parliament brought out some interesting facts on the fattening of poultry meat, and the reason why Mr. Ultimate Consumer is partial to properly conditioned birds for table purposes. The discussion forcibly brought out the facts that when animals are in lean condition, there is a considerable amount of moisture in the muscles or tissues. If the meat from it be roasted this moisture evaporates, leaving the flesh dry. That is why lean or hard fleshed fowls are usually boiled. As a result of the process of fattening, the moisture is substituted by globules of fat. Thus, up to a given point, there is no actual increase of weight. After that such increase is mainly due to fatty deposits in various parts of the body and if continued too far it is wasteful. This fat makes the muscles soft and flabby, producing that mellowness which is desired in flesh on birds intended for consumption as food, but which, if the bird is kept alive, might lead to disease. When roasted the fat melts, keeps the flesh soft and really self-bastes the meat. It is thus truly economical, adding greatly to the quality and flavor. The additional weight more than compensates for the cost, though that is of less importance than the gain in other ways. There is a natural fattening process at certain periods of a fowl's life, when the body is plump and the flesh soft. Forced fattening aims to secure the same result at other times.

President Coolidge may not weld the sledge on congress, but he may have a bit of gas pipe within reach.

each and attractively labeled as they are placed in still more attractive 8-ounce cartons. The accompanying picture illustrates the folding, filling, closing, wrapping and sealing of these cartons. After this the cartons are packed in cardboard boxes of convenient size for handling. They are then ready for shipment.

"The association handles a very large tonnage of dried logans, and all loganberry growers understand the process of drying the berries as carried on in the prune driers. From the driers they are delivered in inside sugar sacks to the processing and packing plants.

"After the dried berries are received they are put in bins and shoveled over frequently to insure even curing. From the bin they are sent through a steam process, all loganberry growers understanding vat from which they emerge clean, hot and slightly moist.

"The berries are then packed in wooden boxes holding 25 lbs.

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