

CLEARANCE SALE OF GROCERIES

Beginning Thursday, December 20th the Damon Grocery Co., 899 North Commercial street, will start their Annual Clearance Sale of Groceries. This will be a monster money raising and stock reducing event, without parallel in the history of the Willamette Valley. We must raise money! We must reduce our stock. In order to do it, we are going to shoot holes through grocery prices, that will make you all sit up and take notice and make our competitors come up for air. Buy your Xmas supplies now at these low prices:

Swift's White Laundry Soap, Clearance Sale price, 8 bars for 25c
 10c cans Pepper, clearance sale price 5c
 Lima Beans, clearance sale price 10c
 No. 1 small white Beans, sale price, 3 lbs. for 25c
 Curved Cut Macaroni, sale price 5 lbs. for 25c
 Rolled Oats, sale price 4 1/2 lbs. for 25c
 Seedless Raisins (new crop), one sack, lb. 10c
 Citrus Washing Powder, clearance sale price, 2 for 45c
 Onions, Clearance Sale price, 10 lbs. for 25c
 Bull Durham Tobacco on sale, 3 pkgs for 25c
 21 cans Union Leader Tobacco, 60c Briar Pipe tree, for 65c
 Lipton's Coffee, clearance sale price 40c
 Royal Club Coffee, clearance sale price 35c
 50 lb. sack table Salt, sale price 70c
 No. 10 Pall Pure Lard on sale \$1.20
 20c Walnuts (new crop) 2 lbs. for 55c
 25c Walnuts (new crop) on sale 2 lbs. for 45c
 25c Christmas Candy, sale price 2 lbs. for 45c
 Almonds, clearance sale price, 2 lbs. for 35c

These are only a few of the many bargains you will find throughout the entire store. Watch our ads for more prices; and don't forget the sale starts tomorrow morning. Park your car in front of our store and stay as long as you wish.

Damon Grocery Co.
 "Joe's Market"
 899 N. Commercial Street

DAIRYING IN POLK COUNTY; IT GROWS

Survey of the Situation, Intended for Last Week, But Good for This

Editor Statesman:
 Several sections of Polk county are devoted mainly to fruit growing, and these portions are better adapted to this branch of agricultural industry than to anything else. The hills west and northwest of Salem, the region about Dallas and the elevated lands west, southwest and southeast of Monmouth are mostly devoted to fruit growing.

The remaining portions of the county, except the timbered regions of the western portion, are given over to diversified farming

in which the dairy cow plays a very important part. The farms, however, that are devoted wholly or for the larger part to dairying are relatively few. Polk has long been known for its fine purebred herds and, on the farms where these herds are found, dairying and stock raising are the main features.

Mostly Small Herds
 Perhaps, in the northern part of the county, which is more convenient to the condenser market as well as to the Portland whole milk trade, larger herds and more of them are found, nearly every farmer keeping some cows. An examination of production records of farmers in the county, recently made by the writer, shows that more than half the farmers who sell dairy products keep fewer than six cows. Their dairy business is a minor division of the farm diversification and the cows are milked through the winter months when choring does not interfere with the major farm activities.

Few Hit High Mark
 The monthly butterfat production of 168 dairymen, taken consecutively from the patrons of a Polk county creamery, show that 73.2 per cent market less than 200 pounds with only 7 per cent going over the 400 pound mark. With this larger class dairying is not a considerable portion of the industry of the farm. The owner of a herd of six or fewer seldom takes a dairy paper or keeps a purebred sire to raise the average production of his helpers or feeds his cows properly or adequately, or has enough to justify joining a cow testing association. To increase the production in herds of this class will require some uplift work from farm organizations and others interested in improving agriculture.

While these features of the dairy industry indicate that improvement will be slow, many other factors point to a steady increase in production.

MARKETS NEAR HOME
 While Oregon has a surplus of dairy products for export, the group of states west of the Rockies do not produce enough for home consumption, and a recent survey of this section reveals that not before 1930 will production overtake home market demands.

The continued agricultural depression is constantly turning more farmers to milking cows as the surest source of income. As one remarked to me the other day, "It is only by milking a few cows, keeping a few sheep and having a little of everything that I can make a living."

Room for Great Expansion
 There is room for great expansion of dairying in Polk county, as well as in the whole Willamette valley, and this county is the first to adopt a law, through the efforts of the county farm bureau, for compulsory testing of cows for tuberculosis.

The Outlook Good
 The farm bureau, the county Jersey Cattle club, the activities of the county banking association in promoting agricultural projects, the progress of cooperative manufacturing and marketing of dairy products, all bespeak a gradual improvement of the industry in the county.

—P. O. POWELL.
 Dallas, Or., Rt. 3, Dec. 11, 1923.
 (The above was intended for the Slogan issue of last week, on Great Cows, but it arrived too late for that issue.—Ed.)

Reducing the tax on "earned" income puts it up to your conscience.

HON. SAM BROWN, THE LOGANBERRY KING, WRITES ON EVERGREEN INDUSTRY

He Says the Price Will Likely Never Be Very High, and He Hopes It May Not—There Is No Over Production Yet, and There Is Room for Additional Acreage in Proper Locations, and Where Pickers May Be Had

Editor Statesman:
 Complying with your request to give you an article on Evergreen blackberry culture, I will state



HON. SAM BROWN

what I have found from my experience with them, also what the future has in store for the industry AS I SEE IT, and the reader can judge for himself whether I am right or not.

I have found Evergreens to be reasonably profitable after they are finally gotten to the bearing point, but they are slow and expensive to bring to that point: our yard was planted in the fall of 1916, the first crop that amounted to anything was in 1921. The yield that year was about three tons per acre; in 1922 they yielded about three and one-half tons, in 1923 the yield was slightly over four tons. You can readily see that as the roots pushed deeper into the ground, and got more developed, the production was heavier.

Pruning and training is the most expensive part connected with their culture (harvesting excepted of course), costing in the neighborhood of thirty dollars an acre for this work, as they should be pruned at least three times in a summer, then the cutting out the old canes and training up the new growth is quite slow work.

The Picking Problem
 While I have not been bothered with a shortage of pickers as yet, I find this to be one of the most serious things that the grower who must depend on transient help for the harvesting of the crop has to contend with, as the harvest is in full swing when hop picking begins, the help will scatter to the different hop yards, thinking they can there find the end of the rainbow which they are as a rule chasing.

Here we have our home-pickers that stay year in and year out, and are not led astray by the glowing tales of the enormous profits made by gathering hops.

Never a Very High Price
 The price paid for Evergreens will never be overly large, for while the cultivated berry is far superior to the average wild berry, there are so many wild berries in the country that can and will be picked if the price justifies, and as most of them are canned in gallons what is known as water pack, for the bakers' trade where quality is not so important, I do not look for the Evergreens, or any other blackberry for that matter, to ever bring a very high price, and frankly, I sincerely hope that they will never command an unreasonable price, for, as sure as

they do, if it is for only one season, it will be a grand subject for newspapers to dwell upon, and ambitious real estate agents to capitalize, and the result will be exactly the same as what we loganberry growers are now experiencing, an enormous over production—resulting, as it always does when the supply of any commodity exceeds the demand, that the price comes tumbling down.

No Over Production Now
 I do not mean by the above statement that there are enough Evergreens grown now. I think where conditions are right for securing suitable help at harvesting time, and where the soil and locality (the locality is an important factor to consider) is right for their culture, there is room for an additional acreage, but as sure as the people go wild over them as they did over the logans, just so sure will we see them where the logans are today, commanding a price that is below the cost of production, if they can be sold at all.

—SAM H. BROWN.
 Gervais, Or., Dec. 18, 1923.
 (Mr. Brown is known as the loganberry king; the largest of all the producers of loganberries; and he is also one of the most extensive growers of cultivated Evergreens. He is the largest berry grower in Oregon. He has about 100 acres in berries, besides being a filbert grower and producer of other intensive crops, carrying on his farming operations in a business way. Mr. Brown is a member of the Oregon legislature; a senator from Marion county.—Ed.)

SALEM

(Written for The Statesman)
 Where people meet you with a smile,
 And try to make life seem worth while—
 That's Salem!
 Where they see you at your best,
 Are you sure you cannot guess?
 Why, it's Salem!

Where work can usually be found,
 And a man is never down—
 In Salem!
 There is ONE town that can't be beat
 In keeping up their streets so neat—
 Old Salem!

There are bad points, yes, you bet!
 Did you think we would forget
 In Salem?
 It rains some here, we will admit,
 But there's only a few months of it
 In Salem!

All winter long the grass is green,
 And people everywhere are seen,
 In Salem!
 We go places just the same
 As if it wasn't going to rain
 In Salem!

Peace and quiet reign supreme,
 In the land of love and dreams—
 Dear Old Salem!
 Where the air is sweet and pure,
 And shady parks are such a lure—
 Our Salem!
 —D. C. NELSON.
 730 N. Cottage, Salem, Ore.

STATE CONFERENCE HAS HIGH SANCTION

The agricultural economic conference is well worth while, believes George A. Palmiter, master of the state grange. He urges strangers to take part. Reference is made to the agricultural economic conference to be held at the Oregon Agricultural college January 23 to 25.

Other leaders of farm groups endorsing the conference and hoping to take part in it are Herbert Egbert, president of the farmers' union; Fred Falconer, president

of the wool growers' association; and J. D. Mickle, president of the Oregon Dairy council and newly appointed state dairy and food commissioner.

The Oregon bankers' association has expressed approval and intention to participate. The financial interests are standing back of the program.

"Count me in," writes C. D. Rorer, president of the Eugene Bank of Commerce and member of the agricultural commission of the American Bankers' association. "I assure you right now that I will be present."

Keith Powell, chairman of the agricultural committee of the state bankers' association, indicates his belief in the conference and his intention to be present.

The Linn-Benton County Bankers' association will hold its January meeting at the college during the conference.

The commercial interests are likewise joining in the general scheme of economic betterment of farming by basing production on market demands. Portland chamber and others will be present.

The great difference is that France once had the alliance at her back and now she has it on her hands.

VITAMINE A AND B FOWLS MUST HAVE

The Reasons Why; But They Can Get Along Without Vitamine C in Food

We hear and read much about vitamins as an important element in the rations of domesticated fowl, but most of us do not appreciate, nor always know the reasons therefor. Col. F. W. Hardy, in the Feathered World, says:

"It is now recognized that poultry can dispense with vitamine C, but A and B are both very important for poultry. Vitamine A is present in animal fats such as butter, also in fresh green vegetables, and on it depends the development of the skeleton and growth generally. Where birds are kept confined, they must have

plenty of fresh green stuff, and the addition of a little cod-liver oil in the food of young growing chicks will aid development considerably. Vitamine A will stand a certain amount of heating, if not too long, so it will be seen that the boiling or simmering of

foods for hours destroys this property. The lack of vitamine B will cause leg weakness in birds. It is provided in bran and the germs of grains, green vegetables in a fair proportion, and in dried yeast very considerably. The chick being hatched in the egg needs a consid-

erable proportion of these vitamins, and if a hen is laying large numbers of eggs she is getting rid of quantities of vitamins from her body. Unless they are replaced to enable every egg to be fully furnished with them, the chicks will die in the shell.

New Low Prices on Studebaker Closed Cars

Light-Six two-pass. Coupe-Roadster	\$1195
Light-Six five-passenger Coupe	\$1395
Light-Six five-passenger Sedan	\$1485
Special-Six five-passenger Coupe	\$1895
Special-Six five-passenger Sedan	\$1985
Big-Six five-passenger Coupe	\$2495
Big-Six seven-passenger Sedan	\$2685

All prices f. o. b. factory

With \$8,000,000 invested exclusively in body plants and facilities, Studebaker is able to build bodies of highest quality, in large volume, and thus make important savings.

It is a Studebaker policy not to wait for any particular time to announce lower prices but to give the customer the advantage of manufacturing savings as soon as they become effective.

These savings are reflected in the new low prices of all Studebaker Closed Cars. Phone—or call—for a demonstration.



Marion Automobile Co.

Phone 362

Salem, Oregon

THIS IS A STUDEBAKER YEAR



We Can't Run Away

Why not take advantage of that fact?



A FEW DAYS AGO a woman asked our assistance in repairing a certain electric appliance.

It was an inferior appliance. It had been sold to her by a salesman who burst into town, "worked fast" and disappeared.

There was no one to reimburse her, no one to make proper adjustment.

A local merchant would not have sold her that inferior appliance. This company—which submits all types of appliances to careful tests—would not have sold her that appliance.

And if we had, by error, she could have found us—like your other local merchants—right here in town, ready and willing to rectify that error.

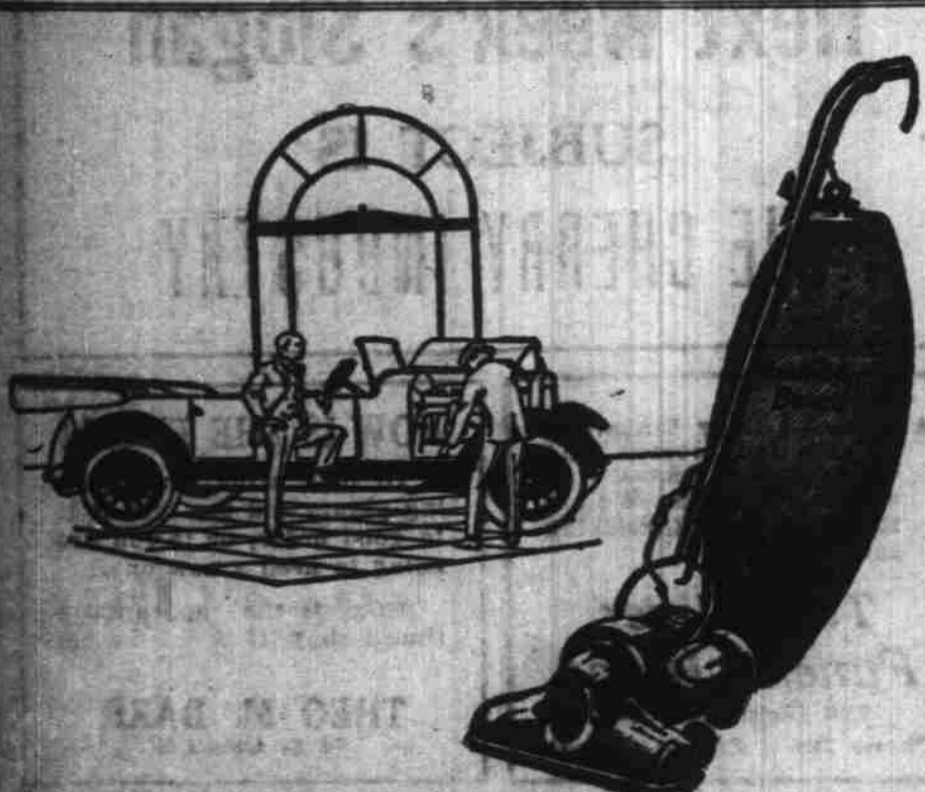
If you haven't an electric vacuum cleaner, you aren't taking full advantage of your electric service. Let's bring a Eureka vacuum cleaner to your home and show you how it saves your time, your strength, your health. No obligation whatsoever for the demonstration.

Portland Railway, Light and Power Co.

237 N. Liberty St.

Phone 85

Salem, Oregon



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 On Specifications and Performance

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