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Broom handles, mop handles, paper plugs, tent pegs, all kinds of hardwood handles, manufactured by the

Oregon Wood Products Co.

West Salem

BUY AN OVERLAND AND Realize the Difference

VICK BROS. QUALITY CARS HIGH ST. AT TRADE

SELLING SALEM DISTRICT

Dates of Slogans in Daily Statesman (In Twice-a-Week Statesman Following Day)

Loganberries, Oct. 4.
Prunes, Oct. 11.
Dairying, Oct. 18.
Flax, Oct. 25.
Filberts, Nov. 1.
Walnuts, Nov. 8.
Strawberries, Nov. 15.
Apples, Nov. 22.
Raspberries, Nov. 29.
Mint, December 6.
Great cows, etc., Dec. 13.
Blackberries, Dec. 20.
Cherries, Dec. 27.
Pears, Jan. 3, 1924.
Gooseberries, Jan. 10.
Corn, Jan. 17.
Celery, Jan. 24.
Spinach, etc., Jan. 31.
Onions, etc., Feb. 7.
Potatoes, etc., Feb. 14.
Bees, Feb. 21.
Poultry and pet stock, Feb. 28.
Goats, March 6.
Beans, etc., March 13.
Paved highways, March 20.
Broccoli, etc., March 27.
Silos, etc., April 3.
Legumes, April 10.
Asparagus, etc., April 17.
Grapes, etc., April 24.

Drug garden, May 1.
Sugar beets, sorghum, etc., May 8.
Water powers, May 15.
Irrigation, May 22.
Mining, May 29.
Land, irrigation, etc., June 5.
Dehydration, June 12.
Hops, cabbage, etc., June 19.
Wholesaling and jobbing, June 26.
Cucumbers, etc., July 3.
Hogs, July 10.
City beautiful, etc., July 17.
Schools, etc., July 24.
Sheep, July 31.
National advertising, Aug. 7.
Seeds, etc., Aug. 14.
Livestock, Aug. 21.
Automotive industry, Aug. 28.
Grain and grain products, Sept. 4.
Manufacturing, Sept. 11.
Woodworking, etc., Sept. 18.
Paper mills, etc., Sept. 25.
(Back copies of the Thursday editions of the Daily Oregon Statesman are on hand. They are for sale at 10 cents each, mailed to any address. Current copies, 5c.)

NO OVER PRODUCTION OF PEARS

There is a warning out concerning the over production of pears—

But if you will read the interview of Marion County Fruit Inspector Van Trump in this issue you will get some light on this matter that will probably dissipate your fears, if you harbor such fears—

If you have good pear land in the Salem district.

The fact that this is the pear paradise; that pears here have more friends and fewer enemies than any other district in the wide world, and that good pear lands are cheaper here than elsewhere in this country—

This fact destines Salem as the pear capital—

Sooner or later. Every industry will follow the lines of least resistance, in the long run.

Valley Motor Co

266 North High Street

Phone 1995

Boost This Community by Advertising on the Slogan Pages

DID YOU KNOW that Salem is the center of the best pear growing country in the world; that the Bartlett is partly if not wholly self fertile here and no where else; that pears here and no where else are practically free from blight; that our pears have topped the New York, Chicago and London markets; that there is at conservative estimates room for ten times the present pear acreage here—needed badly for canning, shipping, dehydrating and making pear butter; that one of the best informed men in the United States has said that now is the time to jump into pear growing; that there is good money in it and it will not likely be overdone; at least that it will not likely be overdone in this pear paradise by the right growers with the right lands and the right varieties?

EAT A PLATE A DAY

Weatherly Ice Cream

SOLD EVERYWHERE

Buttercup Ice Cream Co.

P. M. GREGORY, Mgr.

240 South Commercial St. SALEM

DODGE BROTHERS SEDAN

Bonesteel Motor Co.

184 S. Com'l St. Phone 428

VALLEY PACKING CO. CASCADE BRAND HAMS, BACON AND LARD

U. S. Inspected

SALEM, OREGON

THE DEVELOPMENT OF THE PEAR INDUSTRY; WARRANTS ATTENTION

Leroy Childs, in Charge of the Experiment Station at Hood River, Gives Encouragement to the Growers and Prospective Growers, But at the Same Time He Sounds a Timely Warning That Needs Attention

Editor Statesman:—
Pear production in Oregon during the past few years has been an industry accompanied with very satisfactory returns to growers of this fruit; particularly is this true of the higher quality winter varieties. The comparative returns made by this commodity have been much greater than our other well known fruits, such as apples, prunes, loganberries and the like. Relatively higher returns have also prevailed in both California and Washington. The reaction resulting from these returns is the one that would be expected, namely, a greater stimulation in the further planting of pears. The anticipation resulting from this activity in California alone which is the leading pear producing state of the Union—is that of more than doubling the present production within the next few years. Increasing acreages in both Oregon and Washington will doubtless increase the output of these states in a short time to twice the present carlot shipments. Returns that are being made in the light of present production in the United States, which ranges from 14 to 19 million bushels per year, would seem to warrant that further production is entirely justifiable, but to what extent this expansion can occur and at the same time bring a satisfactory return to the grower is an unknown factor. This matter should be given serious thought by all fruit growers who are contemplating the planting of pears at the present time. Supply and demand governs the returns that can be expected from pears in the same way that it regulates prices on other commodities.

Indicate that producers must take some steps to educate the public up to a point of consuming more pears in order to take care of the increases that are bound to follow when the non-bearing trees of the present begin to produce. Good quality pears such as the Bosc and D'Anjou are unknown to the bulk of the consuming public of America. Pears to most people, with the exception of the Bartlett of course, mean a hard, gritty, tasteless fruit that has no place in the diet. One is impressed with the cause for this condition existing by looking over the assortment in some of our large markets, like that in South Water street, Chicago, where the assortment is largely barreled Keifers or Keifers in small baskets selling at a relatively low figure. The fruit is not good to look at and if the purchase is made the buyer takes this home and discovers the fruit to be something of the order described above. One purchase of this character usually suffices. The natural consequences are those of curtailing pear consumption, and it is this very thing that producers of quality pears must take cognizance of. Some means must be devised to stimulate the consumption of our better quality pears if we are going to be able to keep consumption and demand up to the supply.

Pleased with Our Pears
The writer annually sends 15 or 20 boxes of d'Anjou pears throughout the country. The very pleasing remarks that are returned indicate that the fruit has a very decided merit and would be readily acceptable by a large percentage of our population if they only knew something about them. If pear growers in the northwest would do a little advertising of this sort, in the aggregate it would greatly stimulate the demand for our winter varieties. It is a form of advertising that will get results as no other method can, and at the same time the cost is not excessive.

We Grow Fine Pears
Many sections of Oregon grow fine pears. Every section should grow those varieties best suited to their local conditions. In the Rogue River valley, the Bosc has proved to be the pear of excellence in that section, followed by the d'Anjou and Bartlett. In the

MEXICAN PRESIDENT ADDRESSES HIS TROOPS.



The photograph shows Obregon, on the right, speaking to his troops from the rear of his railway car at Apizaco, Puebla, just before the victory of the Federal forces. On the platform with the President are Gen. Fausto Topete and Gen. Serrano.

OREGON BIRDS WIN IN THE BIG SHOWS

Salem District Exhibits Get Ribbons Against All Competitors in Competitions

That there are no better fowls produced anywhere in the United States than right here in Oregon and the Pacific northwest has many times been demonstrated in the past few years as a result of the showing made by these Pacific northwest birds in the national egg laying competitions and the big shows of the middle west. The latest record made by Oregon birds were the winnings of George Davenport, of Oak Grove, on his Single Comb Rhode Island Whites in the recent Omaha, Nebraska, show, where was held the annual meet of the National Rhode Island White club in conjunction with the regular poultry show, and there were over 200 Rhode Island Whites entered in this competition representing many states. With an entry of only five birds in this big national show Mr. Davenport received three prizes, as follows: first prize cock, second prize hen and third prize pullet, after his pen of birds had traveled half way across the continent. At the big California state poultry show following, which was held at Oakland, Mr. Davenport was awarded 1st cock, 1st hen, 1st and 2nd pullet and the American Poultry Association purple ribbon for best female in the show. At the International Live-stock show, Portland, he was awarded 1st, 2nd and 3rd cock, 1st cockerel, 1st, 2nd and 3rd hen, 1st pullet and all club specials, in strong competition.

Another Oregon winner, E. R. Stromquist, originator and breeder of the Majestic strain of Single Comb Buff Leghorns, Tigard, Oregon, has just received returns or a report on the pen of Buffs which he entered in the Heart of America Poultry show at Kansas City, Missouri, recently. At this show was held the national meet of the American Buff Leghorn club, in connection with the regular show, there being 11 exhibitors of Buff Leghorns representing seven states. In this red hot competition the Oregon Buff Leghorns entered by Mr. Stromquist were awarded 2nd cock and 3rd cockerel which is considered unusually good winnings owing to the handicap of the long shipment to this show from Oregon. Mr. Stromquist's Buff Leghorns also making an excellent showing in the Western Washington egg laying contest at Puyallup, Wash., where his pen led all other Buff Leghorns entered in this contest at the last report for the month of November, there being entries from four different states. "This shows conclusively that he has Buffs that can win both in the shows and the egg laying contests."

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HEMP MILL NOW FOR CALIFORNIA

A United Press dispatch from Willows, California, reports that the Glenn Hemp company will erect its first mill at Orland and work is expected to commence within the next 90 days. The report says that a ranch recently purchased by the company comprising 1500 acres near Artois, will be used as a demonstration farm for hemp growing. The report goes on to say that this is a new industry in Glenn county. Already Demonstrated Here
If this industry were being started here, no demonstration farm would be needed, either for the growing or for the production of a quality of hemp turning out as fine fiber as is turned out in the best hemp districts of Italy; supposed to be the best in the world. These things have been demonstrated, and we can produce the hemp on our beaver dam lands in enormous quantities—can grow five to ten tons to the acre. Our hemp industry will be developed,

in due course of time, along with our flax industry, because all the natural conditions are here in perfection.

The state flax plant, at the Oregon penitentiary here, has on hand a hundred tons of hemp, raised in the Labish district on beaver dam land, mostly in the past season, and this will be worked into fiber, sooner or later; and perhaps this will become a regular line of the state flax industry.

WINTER DON'T FOR THE POULTRY

Suggestions That Apply to Booming Poultry Industry of Salem District

(The following timely paragraphs are from an article by Henry Kruckeberg, the poultry editor of the Los Angeles Times.)

Don't have the hen house floors on a lower level than the outside. Dampness, draughts and dirt are inimical to health and the laying habit. Such floors are liable to become wet and soggy during the winter season.

Don't encourage roup and colds in your flocks by having leaky roofs and open cracks in the houses. Draughts cause colds, and houses with leaky roofs are a disgrace to their owners.

Don't allow the curtains to open houses to become clogged with dust and dirt; keep them swept or brushed clean, and you will avoid a dirty and muddy condition when it rains.

Don't forget to feed a little more liberally of corn in the ration. During the colder seasons of the year the birds need it.

Don't think that advertising alone will sell your surplus stock; it only puts you in touch with prospective buyers. It is the man who handles his inquiries intelligently that makes sales. Many breeders grow good stuff, but fall down badly on the selling end of their business.

Don't let people tell you that mongrels or cross-breeds are of equal economic value with pure bloods. This admonition applies to beginners. The pure blood occupies no more space, eats no more food, but when selling has a value peculiarly its own.

Don't forget a little tonic to tone up the system in cold weather. A little red pepper or mustard in the mash foods is good.

Don't imagine because some one wins all the prizes at a poultry show that he is necessarily the "whole thing," as applied to his breed. Some people "win" without competition.

Don't forget exercise in the wet season. The litter in the scratching sheds should be dry and should afford every opportunity for the birds to earn their board and keep.

Don't handle your birds roughly, nor act in a boisterous manner while in their presence. Remember it is the peaceful and contented hens that lay the largest number of eggs.

Don't kill poultry when the crops are full of feed; full crops and intestines causes loss of flavor and hasten decay.

TO WIN THE FIGHT ON TUBERCULOSIS

That it is possible to eradicate tuberculosis from the cattle herds of the United States within a reasonable time is now recognized by live stock sanitary officials, and

by thousands of farmers and breeders. The enthusiasm with which farmers in entire counties are going at the problem indicates that within a few years hundreds of important dairy counties in America will be free from the disease; many states too, are planning to be rid of the plague in a short time. Twenty years ago, and even more recently, coping with this disease seemed to most persons a hopeless undertaking.

In his annual report, Secretary of Agriculture Wallace calls attention to the rapid advances which have been made against the plague. "During the year," he says, "an increase of 76% was made in the number of herds of cattle officially accredited as free from tuberculosis. At the close of the fiscal year there were 28,536 such herds, comprising 615,156 cattle, and there were under supervision more than 400,000 herds, containing nearly four and a half million cattle. Unfilled applications for testing nearly a million additional cattle were on file.

PEAR PRICES NOT HIGH BUT PAYING

There are Very Few Pears Now Left of the Crop of the Present Year

Pear prices for our 1923 crop have not ruled high, but they have been remunerative to the growers who are in the upper ranks of the industry, with trees of the right varieties on the right lands, and properly pruned and sprayed and cultivated. The price paid by the canneries of Salem for the Bartlett firsts was \$27 a ton. The canneries of Marion county in 1923 packed 85,000 cases of pears.

Shipping Varieties
Our shipping varieties have been selling in the eastern mar-

Next Week's Slogan SUBJECT IS THE GOOSEBERRY INDUSTRY

A Licensed Lady Embalmer to care for women and children is a necessity in all funeral homes. We are the only ones furnishing such service.

Terwilliger Funeral Home
778 Commercial St.
Phone 724 Salem, Oregon

The Salem district is the best pear growing country on the globe; the industry has a great future here.

Manuals, School Helps and Supplies
Your order will be given PROMPT attention
The J. J. Kraps Company
Kent S. Kraps, Mgr.
Box 96
Salem, Oregon



HOTEL MARION

SALEM, OREGON
The Largest and Most Complete Hostelry in Oregon Out of Portland

DRAGER FRUIT COMPANY

Dried Fruit Packers
221 S. High St., Salem, Or.
Always in the market for dried fruits of all kinds

Next Week's Slogan SUBJECT IS THE GOOSEBERRY INDUSTRY

THE GOOSEBERRY INDUSTRY

NOW IS THE TIME!!
To look after your heating plants and see that it is in good order, or if you are going to need a new one.

This is the appropriate time to buy it!
THEO M. BARR
164 S. Com'l St.

OUR TREES
Carefully Grown—Carefully Selected—Carefully Packed
Will Give Satisfaction to the Planter

SALEM NURSERY COMPANY
428 Oregon Building
PHONE 1768
Additional Salesmen Wanted

HERE, MR. HOMEBUILDER—

Is the BEST, SAFEST, STRONGEST, and, in the long run, the CHEAPEST material out of which to build your home.

It is BURNED CLAY HOLLOW BUILDING TILE—It insures Fire-Safety—Health and Comfort.

Ask for Catalog and Booklet of Plans.

SALEM BRICK & TILE CO.
Salem, Oregon. Phone 917

Mfrs. of Burned Clay Hollow Building Tile, Brick, and Drain Tile.

