



## Coming of Spring Comes the Desire to Build and Beautify Homes, Bit to Make Salem the Most Beautiful and Attractive City in the World, the Home You Live In?

### VISION IS NEEDED TO BRING GROWTH

Analogy Drawn by Realtor Between Community and Human Being

By RICH L. REIMANN

We were taught in school that a human being attains his full physical growth at the age of 21. I believe that a wrong impression was created in the minds of many on account of their teaching. Many of us have stopped growing not only physically but mentally and spiritually at the age of 21. I doubt very much that we quit growing, even physically at that age. If we grow not only taller, we surely grow stouter or thinner. There is no standstill in nature. It is given to the human being to take advantage of this natural law.

If we make the growth, change and development go in a certain direction, we will advance and make progress, but if we do not direct this growth in given channels, we will get nowhere and have more

or less confusion, dissatisfaction and disorder.

Let me give an example. Take an orchard. Take care of one-half acre, cultivate it attend to it with the object in mind of raising a big fine specimen of fruit. Let the other half grow for itself, unattended, uncared. Can you imagine how these two orchards will look when they are at the age of fruit bearing?

Luther Burbank, has shown us very clearly what can be obtained by directing the natural growth in nature.

Now let us apply this same law of growth to our community. Let us direct our natural growth into correct channels. Progress, development, harmony, and happiness will prevail.

Very few people seem to know and understand these laws and therefore we have so much confusion, worry and dissatisfaction. There is plenty for all of us, if we have growth in a certain direction. It takes men of vision, who can direct this growth into the correct channels.

Salem, the Willamette valley, Oregon, can never come into their own until we know in what direction we want to grow. A certain program must be worked out and we must know what our aim and purpose is. We need leaders, men

### MULTIPLE LISTING CONTINUES GROWTH

More Than Million Dollars Worth of Property's Carried by Bureau

More than \$1,000,000 worth of city and farm properties are being carried by 172 listings in the multiple listing bureau of the Marion-Polk County Realty association, according to Miss Martha Leavenworth, executive secretary.

During the last week 22 listings were mailed to the members of the bureau, representing a total of \$205,600 worth of property. Of this amount \$163,400 was for farm or suburban properties and the remainder, \$42,200 for city property.

### MARCH INDICATES HEAVY BUILDING

Permits Total \$86,050 for Month with Half-million Since January 1

Nearly \$500,000 worth of building is under way or has been completed since the first of the year, according to Marten Poulsen, city recorder. February was the heaviest month, when permits representing \$275,450 were issued with \$112,245 in January. Permits for \$86,050 have been issued so far this month, when \$48,350 were issued for the week ending March 15 and \$37,700 the previous week.

One business block was started this week, when F. N. Derby received a permit for \$15,000 for the erection of a modern store-

house and cold storage plant at 545 Trade. The remainder of the permits were for residence properties and alterations and repairs:

### Building Sites Demanded by Future Home Builders

Building sites are in good demand and many homes are being planned for construction this spring and summer.

Sales are reported for the week by the Childs & Bechtel agency as follows:

Lot on South Twelfth to Tim T. Palmer and a lot on Twenty-fifth to John Baer. A suburban two-acre tract east of the city limits was sold to Charles E. Earls. All of the purchasers plan the erection of a dwelling in the near future.

### Better Home Week Will Be Observed

Better Homes week will be observed in Salem in accordance with national plans during the week of May 11 and 18. Three homes will be obtained, all of them brand new and representative of the \$2500, \$3500 and \$6000 classes on the average. Each of these will be completely furnished by local firms with the latest designs equipment and furnishings. Each room, such as the kitchen, living, dining, bed and bath room will have the most up-to-the-minute contrivances and suggestion. No advertising will be allowed in any of the homes and each will be in charge of a temporary resident who will act in the capacity of hostess.

Each home will be equipped with furnishings suitable to a home of its class. The artistic side as well as the practical side will be given attention and the finished product will be a criterion of how a home of this class should appear. Speakers will be in the home and will explain anything that might create a question and will seek to answer any questions that might be asked regarding decorations, proportions, use of appliances and other things. Sunday, May 12, ministers of

## I WILL SAVE YOU MONEY

IN THE FOLLOWING LINE

ARE YOU PLANNING ON BUILDING A NEW HOME?

Are you planning on rebuilding your old home? Are you in need of good plumbing and fixtures? Are you in need of electric supplies and fixtures? Are you planning to install a pipe or Pipeless furnace? Or are you paying rent and want to save that money?

Call on me and I will be glad to help you. My aim is to give the people the very best for the money.

Last year I builded 22 new homes and every one is satisfactory to the owner. My homes are not complete until they are satisfactory to the owners. There is no job too small or too large.

I will be glad to give you my price and save you money.

## ADAM ENGEL

1420 N. FIFTH ST.

PHONE 1337-J

### Salem's Newest Real Estate Firm

WE NOW HAVE A COMPLETE LISTING

of acreage and city property, at real bargains. Read these over.

Sixty-seven acres of good land, seven-room house in fair condition; good granary and other out-buildings; one good team of horses and harness; one cow; chickens and farm machinery. One and a quarter miles from small town; good high school and church. Think of it. All for \$3600; \$1300 down, balance at 5%, long terms.

## Moisan & Ulrich

122 N. Commercial

Phone 1354

### CARING FOR PRUNES IN POLK

Dr. A. B. Starbuck, Eugene Hayter, P. W. Campbell, H. G. Campbell, and several others were in Portland Wednesday attending the meeting of growers, distributors and bankers interested in the prune industry of Oregon. Several separate meetings were held of the different groups, representing all of which went on record as favoring the plan outlined to re-organize the Oregon Growers' association into the Oregon Cooperative Prune Growers' association that will handle the Oregon crop of prunes and market it to the best advantage. District meetings will be held to sign up growers to the plan, the first of which is being held at Yamhill today.

The meeting for the Dallas district will be held at the court house in this city next Wednesday, March 19th. Everyone is urged to attend this meeting and a movement is being started to close the business houses during its sessions, a it is recognized the future success of the prune industry is vital to the prosperity of every community where the fruit is grown.—Polk County Itemizer.

Total assessed valuation for the United States of all property subject to general property taxes was \$124,616,675,000 in 1922, an average for each person of \$1,146.16. In 1912 this total was \$69,452,936,000. This represents an average for each person of \$715.48.

## Income-Paying Investment

Usually think of income paying investments as something if they only knew how simply they, too, could accumulate immediately to become financially independent.



zation to work for you.

Dividends that have been paid promptly and regularly on time—not those merely promised—are the kind you want.

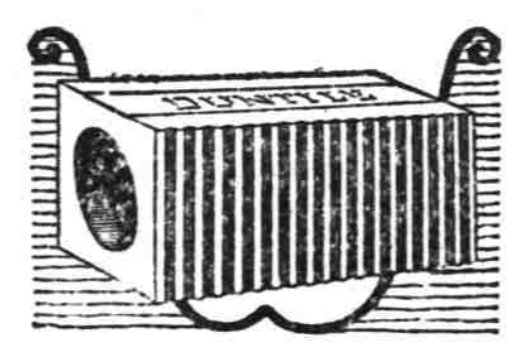
Read a little story by a married woman who awoke to the fact that she and her husband were not progressing, but only continuing. Her problem was the same as your problem. How did she solve it?

and in the coupon and receive a copy of our new booklet, "The Woman in the Case." Do it now.

Investment Department

## Portland Railway, Light and Power Co.

237 North Liberty Street  
Salem, Oregon



## IN HOME BUILDING

Your Materials are Your Boss— Pick a Good One!

You don't decide how much your maintenance and depreciation bills will be—Your materials do that.

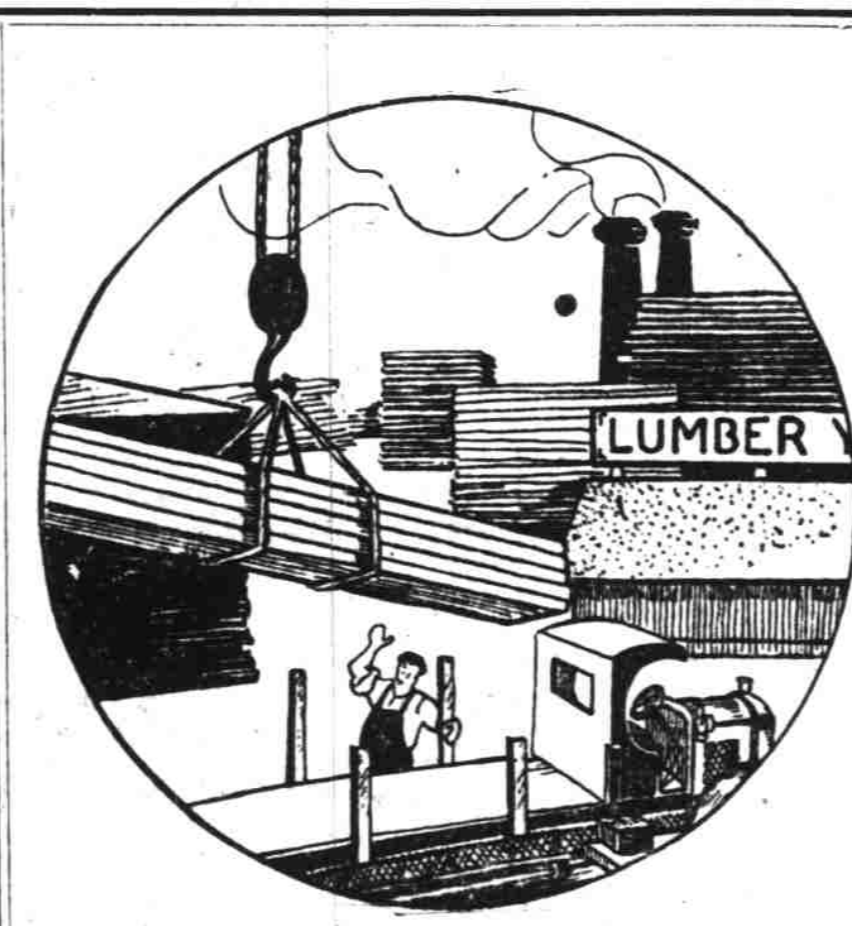
MILESTONE Tile will save you 88% of the money you would spend on ordinary construction for maintenance and depreciation. If your judgment demands the economy of high quality rather than the extravagances of less permanent materials, we invite your inquiry. Our Phone is 180.

## MILESTONE

Concrete Products and Building Materials

## Oregon Gravel Company

1405 N. Front. Phone 180



## We Deliver Promptly

Whether you need a few boards or enough lumber to build a house you will find that our truck will deliver to your address without delay.

## Estimates Gladly Given

We will be glad to aid you in estimating the amount of building material you will need. This service is at your disposal whether you buy from us or not.

## J. W. Copeland Yards

WEST SALEM—Telephone 576  
Yards in West Salem, Albany, Lents, Hubbard, Yamhill, Hillsboro.

## 6% Monthly Installment Loan

on desirably located modern dwellings

Following is an example of 6% \$1000.00 Loan for 142 Months.

Payment	Principal	Interest	Total Payment	Payment	Principal	Interest	Total Payment
1st	\$1000.00	7.00	\$1007.00	13th	7.00	\$4.58	\$11.58
2nd	993.00	7.00	1000.00	14th	7.00	4.51	11.55
3rd	986.00	4.97	990.97	15th	7.00	4.55	11.55
4th	979.00	4.93	983.93	16th	7.00	4.48	11.48
5th	972.00	4.90	976.90	17th	7.00	4.44	11.44
6th	965.00	4.86	969.86	18th	7.00	4.41	11.41
7th	958.00	4.83	962.83	19th	7.00	4.37	11.37
8th	951.00	4.79	955.79	20th	7.00	4.34	11.34
9th	944.00	4.76	948.76	21st	7.00	4.30	11.30
10th	937.00	4.72	941.72	22nd	7.00	4.27	11.27
11th	930.00	4.69	934.69	23rd	7.00	4.23	11.23
12th	923.00	4.65	927.65	24th	7.00	4.20	11.20

And so on—your interest decreasing every month to the final payment.

Privilege given the borrower to pay \$100 or any multiple on any monthly payment date, or to pay entire balance due without any bonus.

The net cost to you on this loan is lower than any monthly payment loan plan, of any other company in this territory.

We also have 5-year semi-annual interest payment loans.

## Hawkins & Roberts

205 Oregon Building SALEM, OREGON