


| Tho Anseciated Press in exelusiviely entitiod to the use for publieation of all loral newn pablithed herein. |  |  |
| :---: | :---: | :---: |
| andioks <br> ident | $\operatorname{CARLE}_{\text {Becrotary }}^{\text {ARBS }}$ |  |
| BUSINESS OFFICEB: <br>  <br>  |  |  |
|  |  |  |
|  |  |  |
| ¢ |  |  |

SEVEN OUTSTANDING REASONS WHY THE TTME IS
OPPORTUNE FOR THE DEVELOPMENT OF THE LINEN INDUSTRY HERE

## Ther une for Salem d To Firs Sec

distriet ; in the Willamette valley-
price of flax fiber in of cotton fis country.
flax fiber in Belfast.
$\$ 600 \mathrm{a}$ ton for flax fiber.
in the Salem district, through the
plant and several private concerns.
industry are laid here.
Fourth fifth, sixth and seventh industry was at a standstill as regards new mettheds and inve
tions in the handling of the erop and the manufacturing of $t$ products. In the past few years these things havectome to pass Fifth,
aiting.
that will allow the work of onvention of a scrutching machine
that will allow the work of one man
men with the machine it replaces.
bleaching.
the circle of mechanical ingenuity to render the completing production of linen goods cheaper than that of cotton goods with, the value in wear and strength and durability
in favor of the manufacturers of flax - running fro dozen times the comparativ
made from flax. It is this: Flax may be pulled by a maehine, eliminating expensive
hand labor; eutting the cost in two, and in time cutting it in hand labor ; eutting the cost in two, and in time cutting it in
two lgain, besides making it possible to grow flax in a large vo egain, besides making it possible to grow flax in a larg
ray py individual farmers, It may be retted with warm wate
titg down the cost immensely. It may be scutched thie former cost. It, may be bleached at, a
ared with the expenseof former methods
But there is no way as yet ared with the expense of former methods.
Sth there is no way as yet to artificially dry the flax afte
ettig, preparatory to serutching. Every experiment in thi
ine has resulted in taking away some of the strength $;$ an ine has resulted in taking away some of the strength; an
obbtig it of some of its nature," or availability for eas
pining. Many experiments have been tried. Many are bein tried, The great Belfast manufacturers now combine in main-
taining a researeh department, for every branch and phase of
the Industry. The disisovery of the right process of drying taining a researeh department, for every branch and phase of
the modustry. The diseovery, of the right process of drying
may he made in Ireland. It may be made in Canada, where
expetynents are being tried, or in Michigan, where such a expef nents are being tried, or in Miechigan, where such
procest is in use, at Duluth, with the coarser eastern fiber fo
makthg Klearflax rugs and articles of that class-but not fouind
entieply satisfactory-
Or the diseovery may be made in Salem, for Robert Craw-
ford superintendent of the state flax plant, is about to begin ford superintendent of the state flax plant, is about to begin
an experiment in this line; and he believes he has the magic an experiment in
secret in his mind.
Any way, the discovery is sure to be made; nature's secret
wil be found out. will Then, within a very short time, it will be possible to put cotton goodsindustry, in all lands where fine fiber flax can be grown and
mantinaetured: and even in such distriets as that of the Belfast mampactured: and even in such distriets as that of the Belfast
section of Ireland, which must import most of its fibers or yaras- especially in the Salem distriet, where an the conditions
are ight, both for growing and manufaeturing. There are very are ight, both for growing and manufaeturing. There are very
few sich distriets in the world; not one in the world quite up
to all the marks as the Salem district. We "Now is the accepted time," as the revivalist would say. We must use our opportunity or or lose it; or at least run the risk
of losing it - that is, the opportunity first named-the favorable protective tariff rates.
Let us here in the Salem district develop a linen industry
that will turn out $\$ 100,000,000$ annually of linen manufactures and the by-products of flax manufaeturing, and supplying the home markets, and the favorable duties will be retained.
There is no time to lose. There is risk in delay. There is - There for no time to lose. There is risk in delay. There is no reason tor da million and a quarter to a million and a half-
the first mill a
abount the same as the cost of the first installation of a paper mill. A smaller initial amount, really; with a considerable sum Or keeping a year ahead of the raw materials. Except for this,
less than a million dollars would suffice. less than a million dollars would suffice. The first mill will pay; it will pay big. Then others will
follow. They will come fast, representing every phase of the
industry. Then we will be on our way to beomig the Belf industry. Then we will be on our way to becoming the Belfast,
the Linenapolis, of North America, with a million people em the Linenapolis, of North Ameriea, with a mill
ployed directly and indireetly in the industry.



## revelations of a wife

$\qquad$

Cap'n Zyb


The Boys and Girls Statesman


## But Space Alone Means Nothing!

$\mathrm{F}_{\text {comen if it appears commonplace-if it is filled with }}^{\text {OR }}$ Fommonplace copy - it will bring commonplace results.

Space has the capacity to carry a certain load. You pay the same for that space regardless of how effective or ineffective its message.

Advertising space is your best sales-territory. Advertising copy is your most competent salesman. You must fill it with facts, and present those facts forcefully. You must prove those facts, and let the proof carry uncombatible selling conviction. Then and then only will you receive full value from the space for which you pay.

Perhaps we can help you get full value from your advertising space

## Call On Us

The Oregon Statesman

