THE OREGON STATESMAN, SALEM, OREGON

THURSDAY MORNING, AUGUST 21, 1924

HOTEL BLIGH 100 rooms of Solid Comfort

A Home Away From

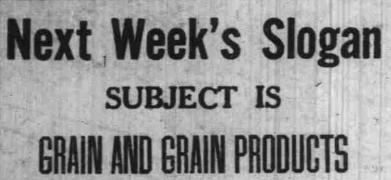
Home

We Are Out After Two Millions We are now paying over three uarters of a million dollars a year the dairymen of this section for

"Marion Butter" Is the Best Butter

More Cows and Better Cows is the crying need

MARION CREAMERY & PRODUCE CO. Phone 2488 lem, Ore.



# SELLING SALEM DISTRICT

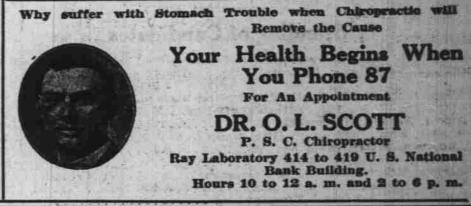
## **Devoted to Showing Salem District People the Advantages** Efforts and Opportunities of Their Own Country any possible way the devel-opment of the fruit and berry industries in this valand Its Cities and Towns

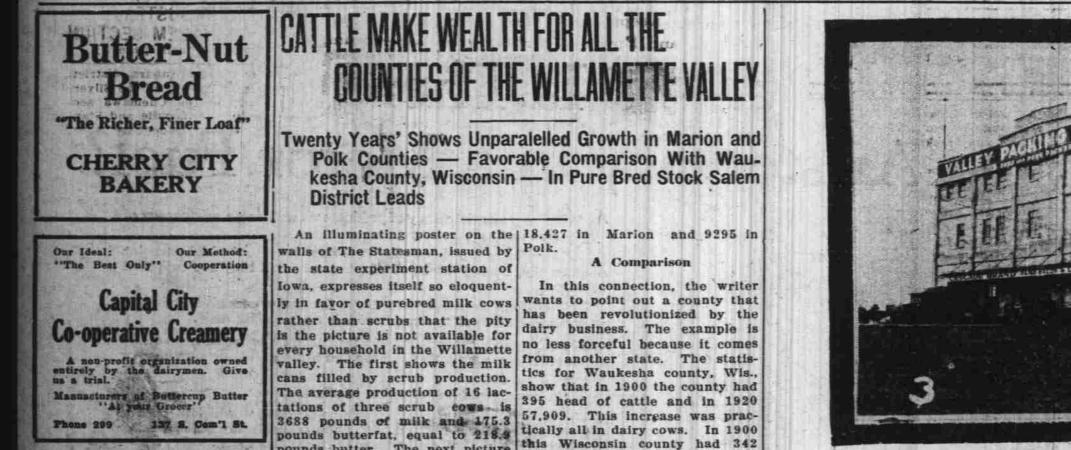
The Way to Build Up Your Home Town Is to Patronize Your Home People

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 publicspirited 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.





ceed with love, enthusiasm and er has been evolved-out of chaos ambition in an activity that appeals. Ignorance of essentials is another stumbling block that many fail to overcome. Allowing for these things, it may be stated producing end by the poultryman that, fundamentally, the first re- himself. Here there in root quisite to success in poultry farm- study and improve ing is a liking for the birds and a satisfaction in catering to their physical comfort and productive

prosperity. The novice in any line of business usually "fails to see," and, of course, failure to do follows. Trouble often appears in the flock, until the complaint becomes seri- with tidy habits, and the owner but the owner falls to learn of it discernment and keen observation soon "catches on" and detects evidence of colds, lice and mites, producers and idlers, disease and unsanitary conditions, costs and will know instantly if there is an promptly and courteously. It alprofits, and so avoid trouble. He | ailing bird in the breeding pen and he will proceed to feed according to requirements for which he have a dissatisfied customer. is aiming; he will know whether his houses are draught proof, properly ventilated, and whether the requirements for prosperous fowl life are in evidence, and he will instinctively appreciate any deficiencies and wrong conditions and at once alter them for the

On Methodical Lines

We Will

**Give Our** 

At all times to assist in

Oregon

Packing

Co.

Best

In a recent address before an English audience of poultry breeders, Mr. J. Stephen Hicks said that any poultry farm, to be successful, must be run on methodical lines. A tidy man always inoculates those working under him out, if not fatal. A person of fine of a farm or business should set an example and insist on it being followed. Method also must be applied to correspondence, especially where one has things to sell to the general public. Epquiries should be answered There are minor qualities which a poultry larmer must of

should be an early riser and open

for suggestion from anyone con-

cerning the bettering of his busin-

Success in poultry farming is

no more difficult than in any other

line of rural activity, while the re-

turns are equally as alluring, and,

in some instances, more so. But

to attain them calls for a con-

tinuity of purposes and certain

qualifications which are not al-

ways sufficiently pronounced in

those who "take the plunge." No

one will command the full mea-

suce of success in poultry culture

unless they (1) possess an intense

love for animal and bird life on

the farm and an aptitude for its

duties and responsibilities; (2) an

analytical mind and keen powers

of observation to insure the health

and prosperity of his flocks; (3)

industry that knows no "let up,"

for the hen is a machine that

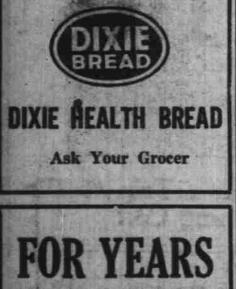
ness.

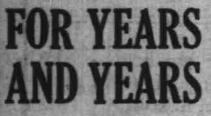
GIDEON STOLZ CO. Manufacturers of Dependable Brand Lime-Sulphur Solution The brand you can depend. on for purity and test Prices upon application Factory near corner of Summer and Mill St. Salem, Oregon

### Nelson Bros.

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

353 Chemeketa St. Phone 196





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Proof positive we are printers of worth and merit.

Modern equipment and ideas are the ones that get by.

Statesman Publishing ompany Ploan 03 or 583 248 S. Oam 1.

pounds butter. The next picture represents the actual production dairy cows. out of a total number of their daughters when the bull is purebred. The milk increase is had 56,962 out of a total of 57,-83 per cent the fat increase 58 909. In 1920 Waukesha county per cent. The actual production farmers were struggling to wrest of 15 lactations of three daugh- a bare living out of the soil of pounds butterfat, equal to 345.8 pounds butter. The third picture

gic that made the transformation. shows an imposing array of milk To carry the statistics a little cans filled with the milk of actual production of granddaughters dairy products in Marion county of the cows, likewise from pure-

duction of 16 lactations of six and in 1919, \$540,737. Take note

equal to 499.3 pounds butter. Such all dairy products in 1899 was state was organized. an illustration as this should make \$919,478; in 1919, \$5,680,440. Even a half purebred, improved Waukesha county gained \$4,500,waste of nearly 100 per cent. would be no talk of hard times.

Three and Six Times

To illustrate this, the value of The United States dairy division says if the production of a cow is doubled, profits increase three in Polk county was \$608,920; while Waukesha county, Wiscontimes; if production is trebled, sin, showed a value of \$5,994,profits increase six times. That sentence is worth reading over 800.

again in order to get it firmly | There is nothing to discourage fixed in the mind of the breeders. the cattle men in the Willamette valley. Interviews with prominent Large breeders have learned agriculturists connected with the this and that is why we have great dairies, but the small breeders agricultural college at Corvallis are apt to continue with their will hearten the raisers of cattle scrub stock, thinking it not worth in Marion and Polk counties. while to breed up with one to half These two counties have not rival-

partment, O. A. C. said:

breeds.

dozen cows. The breeding up, ed Wisconsin, but they have led however, represents the difference in the state of Oregon. Some of between failure and success. It our farmers are just learning the value of purebred stock and when is always worth while,

Marion county has some great cows; some world record cows, tion into practice, it will mean and these are immensely profit- that the Willamette valley, favorable. There is hardly a neigh- ed in a hundred other ways, will not show cows of proved merit. The cattle business has in-

creased amazingly in the last 20 years. In the reports of 1890, Marion county shows 1338 cattle all told, and Polk county 673. However, in 1920, Marion county shows 21,376 and Polk 10,687

cattle. These two counties have made marked progress. In 1920 Marion county had 932 and Polk county 485 in dairy cattle. In 1920 the number had grown to



Wisconsin. In 1920 the county is 6747 pounds milk and 276.7 one of the richest in the United sumes practically all of the local predominates throughout the growing goes nicely with this States: the farmers are prosperous produce.' and dairy cows have been the ma-

dairyman, is also strong, for Mar-, year. further, in 1899 the value of all ion county. He says: "Considering the number bred bulls. The milk increase is was \$227.050: in 1919 the value dairy cattle, Marion county ranks but there are a number of Hol-188 per cent and the fat increase was \$1,014,501. Polk county, in third in the state; in values of 128 per cent. The average pro- 1899 showed a value of \$75,971 dairy products she stands fourth. seys. "The interest in purebred Jergranddaughters, second cross with of the tremendous progress made seys started in Polk county, and a purebred bull was 10,375 pounds by Waukesha county, Wisconsin, it was there that the first Amermilk, and 399.4 pounds butterfat, in the same period. The value of ican Jersey Cattle Club in the

"Mount Angel has made more it apparent to the farmer that any- in other words, while Marion marked progress in the dairy inthing short of a purebred is waste. gained \$800,000 in 20 years, dustry than any other one secas it is over the scrub, shows a 000. Put that amount of wealth counties. This fact is due largely ago, Salem was without a pas-



There Is No Other Way to Keep Up the Fertility of the Soil, at Least as Economically-The Fact That We Lead the World Does Not "Just Happen"

Editor Statesman:

carried in the columns on the paper of the soil. . showing the superior achievement of some Oregon livestock. It may

they all do and put this informaborhood in the county that can- be found favored in the matter of Oregon bred cow has produced a thousands of acres that are betconditions under which livestock greater quantity of milk and but- ter adapted to growing some torter than any other cow.

are properly raised. **College** Authority In an interview E. L. Potter,

"More fine stock is found in champion producer. these two counties than in any

#### Do Not Just Happen

other section of its size IN THE WEST. I believe this might be These things do not all just easily attributed to the proximity happen. We are willing to admit "That man can raise over 100 of the state fair in Salem, to which are brought the best specimens of all types of livestock in

the west and middle west. "Polk county leads all counties these things wouldn't happen. the state in the breeding of I do not believe that the best Angora goats and purebred sheep. dollar per acre returns can be had than he would have had if he had The predominating breeds of directly through livestock. This sold his crops directly on the open sheep are Lincoins, Cotswolds, would come through some special- market. Oxfords and the medium wooled ty crop-

But the entire country cannot "Marion is the greatest hog raise this special crop.

county in the state. produced the greatest returns, but higher stage of fertility. "Marion county hog breeders are encouraged by the fine local our fruit raisers are alive to the The growing of clover and clovmarket found in Salem. They have fact that the greatest return can er seed has become an important business for which there is no lika packing house there which con- be had when livestock of some factor in agricultural crops. Sheep ing. It is difficult enough to suc-

A view of the Valley Packing company plant, first unit, taken several years ago. It appears much enlarged and improved now, with its capacity doubled, and with many improvements made, bringing it right down to the minute. The capacity of this great home plant is now 1000 hogs a week, besides 250 to 300 cattle, sheep and yeal.

> "The Jersey is the favored breed of dairy animal in both counties, stein herds and a few Guern-"Turner boasts of the only No better feed for the dairy cow

cream shippers' association in the can be found. Our crops of grain, amounts the dairymen get better prices for their product.

"Until the establishment of the tion in either Marion or Polk new milk plant in Salem two years

OUTSTANDING QUALITY; IT PAYS, TOO

|kind is kept in connection, on ac-

Marketing Through Stock Then on the other hand, we be the winning of the champion- have an immense acreage that is ship at some sheep or hog show by not primarily adapted to growing Oregon animals, some Oregon special high priced crops, that can horse may have out weighed or profitably be put to growing liveout jumped any other, or some stock. This would include the

age crops, such as clover, vetch. In fact, the Jersey Bulletin of corn, etc. And by marketing this August 13 carried information through the stock, very satisfythat Oregon Jersey cows hold six ing returns can be made, and a head of the animal husbandry de- out of a possible eight class rec- the same time the fertility of the ords that are classified according soil is not only indefinitely mainto ages, including the world's tained, but is sure to be constantly improved. In conversation re-

cently with a friend, he remarked something like this, in speaking of another man and his farm:

that Oregon has the very best live- bushels of corn or oats per acre stock, but if we did not have cli- on his farm, but then that is nothmate and natural conditions con- ing; he has been keeping livestock ducive to great achievements, on that farm, and seiling nothing but stock and produce." This gave him a greater return

**Building the Soil** 

succeed usually pay the price, but the failures are only those who are On the other hand, he was year

Some form of fruit has perhaps by year building his soil into a not willing to keep on keeping on. until success crowns their efforts. No one is apt to succeed in any

better. Being observing, the becommunity. Their new coopera- work. The best crops of clover ginner soon learns that poultry tive creamery put out over a half seed are produced where the fields farming runs to specializing, and N. C. Jamison, OAC extension million pounds of butter last are pastured until about the mid- that success is more liable to foldle of May, then as a rule by low, if one limits his operations. about the first of September the to a single line rather than sevfields are cleared again ready for eral. The one big specialty in Oregon is egg production but in the sheep. Western Oregon can grow tremendous crops of vetch addition there are those who cenand clover hay, and also alfalfa ter on the production of foundaon the sandy river bottom soil. tion and breeding stock; the fancier who caters to the demand for exhibition stock; the fellow who state. By shipping their sweet such as wheat, barley, and corn, raises pullets for delivery at six cream to Portland in large as a rule can be more profitably or eight weeks under contract to marketed through hogs or other egg farmers; the day-old chick

stock than it can on the open marman, who has developed an enorket. All this permits the fertilmous industry in this country, and ity of the soil to be maintained. raisers of table fowl and capons. and it is very doubtful if it can be maintained any other way; at least profitably.

So the conclusion must be that Oregon not only can raise live stock of outstanding quality, but that it can be raised at a profit, and that its use is indispensable

to continued success with agri--E. A. Rhoten.

Salem, Or., Aug. 20, 1924. (Mr. Rhoten speaks as one havng authority. He is the livestock editor of the Pacific Homestead. leading paper of its class in this

section, issued from The Statesman building. There is something in the breed: there is a good deal

in the breeder. But there is more in the sunshine and showers and soil that go to make up the best dairying and livestock country in the world .- Ed.)

POULTRY INDUSTRY

IN SALEM SECTION

Its Sure Success

must always be attended, and (4) It is well to select one of these sound business methods and a lines of activity and develop it to high regard for debts and credits. its limits. Hen fruit and poultry The successful operator of a poulmeat are the two elemental things try farm pays out less than he in poultry culture, hence they reptakes in—the smaller the outso other things being equal the in-ger will be the profit. resent the greatest investment and largest annual turnover. The poultry industry in the Sal-em district is making a very rap-A Huge Industry An industry that nationally reid growth, and this is a promise presents an annual gross turnof stability-one of the many proover of over \$1,000,000,000 can

mises-for our section. hardly be considered a hobby, One may find a rapidly increasmuch less a fad. ing number of successful poultry Cooperative marketing has sta-

bilized the poultry business; ord-(Continued on page 9)

> GIVE US A List of Your Lumber Requirements. **Build Now Our Prices** are Right 10.00 **COBBS & MITCHEL** COMPANY 849 So. 12th Near S.P. Depot A. B. Kelsay, Mgr.





