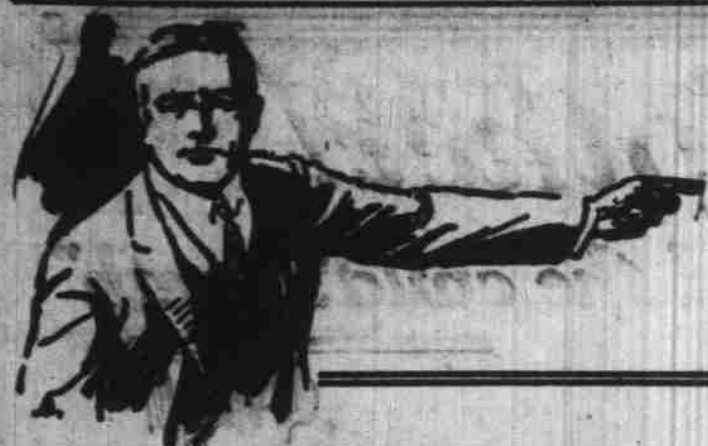


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CHICKEN BUSINESS PROMISES SUCCESS

Broilers for the Market and More Eggs—Courtesy on the Part of Merchants and Clerks Complimented

If ever there was a city on tiptoe that city is Salem. Things are happening fast and the prospect is becoming more rosy every hour. A poultryman from Chehalis, Washington, came in yesterday. He was just driving through when he was struck with the beauty of the city. He laid off to see the town and last night he told the Statesman that he had concluded to remain here. This is brought to mind because of a letter received this week.

Editor Statesman: I am persuaded that the poultry business has not fairly started in the Salem district as yet. You people are majoring on hatching whereas there is a big business and considerable money in commercial poultry raising. Do you know that there is not a broiler specialist in the Pacific northwest? Big business this is in the lower Pacific and on the Atlantic coast it is among the best but you have not started it in the Salem territory. There is good money in broilers. It fits in well with your hatching.

Broilers use the hatcherines at the dull season and are marketed at a time when farmers and small growers are out of the market. I would suggest broilers for Salem. It will go well along with your other enterprises. Very respectfully, J. ROBB MURPHY.

So much for the chicken business. There are many other things here that promise well. Money makers they are and the competition is not severe. Here is another communication of interest to Salem.

Editor Statesman: I am impressed with the politeness and efficiency of the Salem clerks. Almost without exception they are accommodating. In this of course they reflect the policy of the stores and the desires of the merchants. Politeness is a big asset for any city. Some towns are naturally cold and unsympathetic. They never get anywhere any more than an individual with these qualities never does. Courtesy is the cheapest thing and the best thing in any store.

Salem is entering upon a new era and the merchants are ready for whatever comes. It is great that Salem is so well equipped to handle a big trade. More and more the people are seeing that the city can accommodate everybody and that it is not necessary to go away from here to buy all that the average family needs. By responding to the kind treatment of the merchants through their clerks and by recognizing these men are our fellow citizens bearing our burdens, we can all help along immensely.

Salem is coming mighty fast. It cannot come any too fast for me. I like the town, like the people, like the climate and above all I like the production possible from the soil.

Very respectfully, JAMES DE PRIEST.

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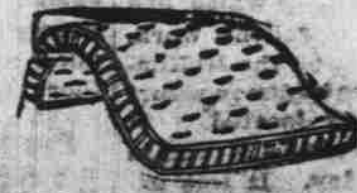
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