

OWPCO

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

Oregon Wood Products Co.

West Salem

Overland

Willys Knight

Oakland

Sales and Service

Vick Bros.

High Street at Trade

Salem 50,000 by 1930

RICH L. RIEMANN

Real Estate and Insurance

307-308 Oregon Bldg.

Phone 1013

SELLING SALEM DISTRICT

Dates of Slogans in Daily Statesman

(In Twice-a-Week Statesman Following Day)

(With a few possible changes.)

Loganberries, October 2.

Prunes, October 9.

Dairying, October 16.

Flax, October 23.

Pilberts, October 30.

Walnuts, November 6.

Strawberries, November 13.

Apples, November 20.

Raspberries, November 27.

Mint, December 4.

Great cows, etc., December 11.

Blackberries, December 18.

Cherries, December 25.

Pears, January 1, 1925.

Gooseberries, January 8.

Corn, January 15.

Celery, January 22.

Spinach, etc., January 29.

Onions, etc., February 5.

Potatoes, etc., February 12.

Bees, February 19.

Poultry and pet stock, Feb. 26.

Goats, March 5.

Beans, etc., March 12.

Paved highways, March 19.

Broccoli, etc., March 26.

Silos, etc., April 2.

Legumes, April 9.

Asparagus, etc., April 16.

Grapes, etc., April 23.

Drug garden, April 30.

Sugar beets, sorghum, etc., May 7.

Water powers, May 14.

Irrigation, May 21.

Mining, May 28.

Land, irrigation, etc., June 4.

Dehydration, June 11.

Hops, cabbage, etc., June 18.

Wholesaling and jobbing, June 25.

Cucumbers, etc., July 2.

Hogs, July 9.

City beautiful, etc., July 16.

Schools, etc., July 23.

Sheep, July 30.

National advertising, Aug. 6.

Seeds, etc., August 13.

Livestock, August 20.

Grain and grain products, August 27.

Manufacturing, September 3.

Automotive industries, September 10.

Woodworking, etc., Sept. 17.

Paper mills, etc., Sept. 24.

(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)

USEFUL PRUNE SYMPOSIUM

There is a most useful prune symposium in the Slogan pages of The Statesman of this morning.

It is an important time in the prune industry—

Important that wider markets be developed—

And they are being developed, on account of the fact that our district produces the large sizes; the wanted kinds; the prunes that command top prices.

It is important also that we produce more of the sweet prunes of large sizes, and this will be done, more and more.

The great future of our prune industry lies in quality fruit, and the intelligent merchandising of this quality fruit.

Valley Motor Co

260 North High Street,

Phone 1995

Boost This Community
by Advertising on the Slogan
Pages

DID YOU KNOW That Salem is the largest primary prune market in the world for Oregon ("Italian") prunes, the tart-sweet prunes of quality; that this long lead is being increased constantly by our packing, canning, and other concerns, and by improvements in the growing of the fine, large sizes; that new and more profitable varieties are coming in; that prunes for the grower ought to be "as good as wheat," as reliable, and much more profitable; and that there is plenty of cheap land yet to be had in this district for the growing of prunes, and new growers who will produce quality fruit will be made welcome?

Eat a Plate a Day

WEATHERLY ICE CREAM

Sold Everywhere

Buttercup Ice Cream Co.

P. M. GREGORY, Mgr.

240 South Commercial St.

SALEM

DODGE BROS. SEDAN

Bonesteel Motor Co.

184 S. Com'l St. Phone 423

VALLEY PACKING CO. CASCADE BRAND HAMS, BACON AND LARD

U. S. Inspected

SALEM, OREGON

OUR ITALIAN PRUNES FOR ITALIANS,
FOR HOLY LAND AND FOR OTHER LANDS

The Consumers of the World Have Been Gaining Fast on the Producers of the Prunes of the World—Oregon Is Sending to the Markets the Best Quality of Prunes in Her History—A Tart Prune That Is Really a Sweet Prune

Fred Drager, of the Drager Fruit company, with headquarters in Salem, and handling perhaps a fourth of all the Oregon and Washington crop of prunes, told the Slogan editor yesterday that the world has at this time fewer prunes to sell than it had last April. In other words, the consumers of the world have gained six months on the producers of the world; and included with the producers the dealers of all classes—the holders of the prunes of last year, and former years.

That is certainly a distinct gain, giving very healthy marketing conditions for prunes.

Sweet Tart Prunes
The quality of prunes grown in the Oregon orchards and packed here is the highest in the history of the industry. Mr. Drager said that this year we have turned out a sweet prune; though our main crop goes under the designation of a tart prune. Our prunes had a great deal of sunshine while they were on the trees, and they developed an unusual amount of sugar.

Mr. Drager said that the buyers are now paying as high or higher prices than at any time in the present season. Some of the supplies of very large and very small prunes are already practically exhausted and out of the market.

Italians for Italians
The Slogan editor saw in the shipping department of the Drager Fruit company a large shipment of prunes being packed for Genoa, Italy. They are going by boat from Portland, then through the Panama canal, across the Atlantic, by the Rock of Gibraltar, and through the Mediterranean. This shipment is in 220 pound bags, each bag stenciled with the destination, Genoa, Italy, and the name of the broker there. The dealers in that and several other European countries order their deliveries of prunes to be made in bags instead of boxes, on account of a lower tariff rate on the fruit put up in this way.

This is like carrying coals to Newcastle—sending our Italian prunes to the Italians, in whose country our parent stock originated. But this is not an unusual shipment. The Italians like our Italian prunes of quality, as do most Europeans.

To Jerusalem, Too

The Drager Fruit company has also inquiries from Jerusalem for considerable shipments of our prunes. They expect to make some sales there, having a broker in the ancient holy city.

There is no inquiry from any part of the whole world that they do not follow up, and the demand for our prunes is thus being constantly extended into new markets.

Over 200,000 Pounds a Day
The Salem packing house of the Drager Fruit company is at the corner of Cottage and Trade streets. There they have a plant that is up to the minute—absolutely. They can process, pack, label and ship 4000 boxes of prunes a day of nine hours, and they did it in the busiest part of the present season. The boxes contain 25 pounds of prunes, and that means 100,000 pounds of prunes a day.

They have a duplicate plant at Roseburg, and a small plant at Vancouver, Wash. So they have facilities to handle over 200,000 pounds of prunes a day; and they could get away with a much greater tonnage by working in shifts.

Machines That "Think"

A modern packing plant such as the one of the Drager concern is a very wonderful thing. They have a machine that "thinks" for one thing. Or all but thinks. It will weigh automatically prunes to go into a box, and it will pack them into the box, press them down just as they ought to be packed, with greater neatness than it can be done by hand—and then, in the one operation, it will take the nails and nail on the lid of the box! A bin of cleaned, processed and cleaned prunes, an empty box, a lid, a few nails, and presto! a box of prunes ready for display in the finest store or bazaar in any part of the world.

The prunes handled by the Drager concern at Salem are mostly of the Italian variety. They get a car or two of the petite or French prunes here; but they get a lot of them at Roseburg.

They Buy and Sell
The Drager Fruit company buys and sells prunes and other dried fruits. When the producer

gets his weight checks and knows what is due him, he gets his cash. Then it is up to the Drager Fruit company to find a market and make some profit on the transaction and for their work if they can. The risk is up to them. The prunes are their prunes, and it is the same with other dried fruits which they handle. They take the risk. They do not buy on commission.

They are just now getting 10½ cents a pound for their 30's, 8½ cents for their 40's, 6½ cents for their 50's, and they would get 6 cents for their 60's if they had any left.

A Big Plant

The Salem plant of the Drager Fruit company is 50 by 125 feet for the main building, and four stories high, with a complete elevator system, and they have an addition 40 by 60 feet.

As was said above, their packing plant is absolutely complete, or as nearly so as it can be made, up to date. If there are any more improvements and short cuts, they can find out about them, they will add them. They believe that efficiency makes for economy, and they like to pass on the benefits to the growers.

They are bulls on the market, all the time, as they believe the grower must have a living profit. If the prune industry of this section is to be stabilized.

POULTRY COSTS TO
BE INVESTIGATED

A study of the economics of commercial poultry production in western Washington is now being made by the experiment station of the state college of Washington at Pullman, and the federal bureau of agricultural economics. Data will be gathered from commercial poultry producers and various business organizations as to the management and organization of commercial poultry farms and the marketing of poultry products in western Washington. The information thus obtained will be made available to poultrymen and others interested in the future welfare of this rapidly expanding industry.

REGULATIONS FOR
STORING FRUITS

Proposed regulations for storing dried fruit under the United States warehouse act have been drafted by the United States department of agriculture, for consideration by public warehouses, merchants, co-operative associations and others interested in the dried fruit industry. It is announced that mimeographed copies of the tentative regulations may be obtained from the warehouse division of the federal bureau of agricultural economics, Washington, D. C.

ILLINI DEFEATED

LOS ANGELES, Oct. 7.—Sammy Mandell, Illinois lightweight, who has been showing up Pacific coast boxers since his invasion of California a few weeks ago, was defeated tonight by Phil Salvatore of Sacramento in four rounds.

One thing that makes it hard to find ideal servants is the scarcity of ideal employers.

NORTH PACIFIC COOPERATIVE PRUNE
EXCHANGE DOING BETTER THAN EXPECTED

Handling Two Million More Pounds Than Was Estimated for the First Year, and New Members are Still Coming and Bringing Their Prunes—Four-Fifths of the Tonnage Is Already Sold, and Mostly in Foreign Markets

Editor Statesman:

The prune market at present is quiet but firm. Sales are made by the Exchange every day, but the volume is not large. Sales made so far total about four-fifths of the tonnage expected by the Exchange. Fully seventy per cent of its sales so far are for export. This means that there should be a continuous domestic demand. Prices are being maintained, ruling at 10½ cents for 30-40; 9½ for 35-45; 8½ for 40-50, and 6½ for 50-60, packed in 25 pound boxes, f. o. b. dock, Portland.

More Than Expected

The Exchange will handle at least 10,000,000 pounds exclusive of the prunes of the Clarke county growers, which also sell under the Mistland brand. This is 2,000,000 pounds more than estimated, and is due to growers joining up with the locals everywhere. Now that the Exchange is actually functioning and is keeping its overhead down and growers see that they can join a local and have actual ownership in their packing plant, they are glad to come in.

Remarkable Performance

The formation of the Exchange is a remarkable performance, as no expensive sign-up campaign was conducted. Its membership are the growers, who realize that co-operative marketing is the great agricultural economic movement of today and that Oregon must not lag behind.

It is freely stated that the Exchange is responsible this year for from one to two cents a pound more received for the Oregon prune. It does not get any more for its prunes from the trade than others, but the organization of the Exchange has eliminated four or five small operators, and by co-operating closely with the other important factors who are also committed to good returns to the growers, the market is maintained.

Was Early Season

The 1924 season is extremely early, the Exchange having packed out nearly a million pounds in September. Every local is busy grading and packing. As fast as drafts are paid and any amount of money accumulated, a distribution is made to the locals according to their percentage of any particular size. As soon as any one size is sold out, that pool will be closed.

Very High Quality

The entire pack of the Exchange will be of very high quality. An especially fine lot of prunes is found at the Creswell local. The percentage of 30-40 there runs to 27, due to irrigation practiced by Dr. Scarbrough who alone has nearly a half a million pounds.

M. J. NEWHOUSE.

Portland, Or., Oct. 8, 1924.

Nearly Million Here

Mr. Newhouse is manager of the North Pacific Co-operative Prune Exchange, which is the selling agency for the local co-operatives throughout the Oregon prune districts, taking the place, largely, of the Oregon Growers Cooperative association and its local packing houses. The head office of the new Exchange is at

Portland, 310 Worcester building.

As was indicated in the article of Mr. Newhouse, this is the first year of operation for this new Exchange, and it was started late in the season—hence its remarkable success, beyond expectations.

The Salem Local

The Salem Cooperative Prune Growers is the Salem local for this Exchange. For this year the Oregon Growers Cooperative association is handling the Salem business, at the old Salem Fruit Union plant, corner of Trade and High streets, and William Ray is in charge there.

The Salem local has received not far below a million pounds of prunes this year, and they are still coming, mostly from new growers who are voluntarily signing up. They have packed and sent out several cars, and the rest of the prunes here are graded and in the bins, ready for processing and shipping, on the orders of the head office.

The prunes of the North Pacific Cooperative Prune Exchange are going out under the brands, "Mistland" and "Truewest."

TIME OF DRYING
WALNUTS REDUCED

New System of OAC Very Materially Increases Capacity of Dryers

The time for drying English walnuts has been cut from 50 to 72 hours to 12 to 24 hours by a new system of forced draft employed by the Oregon Agricultural college experiment station and A. E. Wright, a Portland grower with extensive groves in the McMinnville district. Preliminary investigations last year were so successful that the published results aroused great interest among growers in Oregon.

Much larger quantities of nuts are treated at a time in the new system, as the heated air is forced through a three-foot layer spread over a wire netting 10 feet by 10 feet in size. The air, at a temperature of 105°F, is returned to be used over and over again, thus saving heat and fuel as well as speeding up drying and increasing the capacity of the plant.

The process leaves the nuts in good condition, says E. H. Wiegand, horticulturist at the experiment station in charge of the investigations. Only a few develop

split shells. Some of the smaller nuts are dried too much, but soon regain the right supply of moisture on being exposed to the air under normal conditions. If the nuts are graded before drying this condition is averted, but natural shrinkage makes it advisable to regrade after drying.

The bins in which the nuts are dried are cheaply constructed of shiplap. The nuts are scrubbed before being sent to the drier by means of a conveyor, and raked out through an opening after drying. The entire process is simple and readily carried out.

A forced draft drier built on the experimental plant plan has been erected on the farm of Professor F. C. Young of the University of Oregon.

ROBERT C. PAULUS
IN INTERVIEW GIVES

(Continued from page 10)

much net profit as the producers of the Italian variety.

The Present Prices

Dealers in prunes here are now receiving about the following prices: 30-40s, 10½ to 11 cents a pound; 40-50s, 8 to 8½ cents; 50-60s, 6½ to 6 cents; 60-70s, 6 cents. The smaller sizes are all cleaned up.

NUMBER OF ITEMS
FOR THE FARMERS

Box for Feeding Poultry Dry Mash; Pigs Need Clean Water, Etc., Etc.

(The following are paragraphs from a current bulletin from the department of industrial journalism of the Oregon Agricultural college.)

Factors that most affect economy of dairy production in Oregon, as determined in a recent cost production survey by the state college extension service, are production per cow, amount of feed used, size of herd, and the amount of investment.

Crop rotation and use of farm manure or crop residues are first essentials in any permanent plan for most Oregon soils, with occasional liming of soils in the humid section. The fertility of many different soil types is being

explored through the systematic soil survey and fertility work conducted by the experiment station and federal bureau of soils.

Pigs need good clean water accessible at all times. Water in the feed is the same thing to the pig as water in the trough so long as there is not too much in the feed, causing the pig to consume too much water in order to get enough feed. While information is not complete on this subject, the Oregon experiment station authorities think that the entire ration for fattening a pig should not contain more than 60 per cent of water.

Fruit picked while immature wilts more readily than when picked later in the season. Excessive loss of weight results in wilting which seriously impairs the appearance of the fruit. "Wilting ears," says the Oregon Agricultural college horticulture department, "loss of their gloss, are dull and unattractive and do not become aromatic."

For feeding dry mash to poultry an open box or trough is used by the Oregon experiment station. It is superior to the "self feeding hopper." A box 6 inches deep, 6 inches wide and 4 feet long makes a desirable feeding box. A piece of quarter round material is nailed on the upper side of the inside of the box to keep the birds from hooking the mash out with their beaks.

STATESMAN
WANT ADS

The shortest distance between buyer and seller.

Supreme Court Docket
Is Good for One Year

Arthur S. Benson, clerk of the supreme court, has completed a docket of 216 cases that are ready for hearing, and that will occupy the attention of the court for nearly a year. In addition to these will be original proceedings that have the right of way over regularly listed cases. The docket just completed is being mailed to the attorneys of the state. The cases are listed in the order in which appeals are perfected by the filing of briefs and will be set for hearing from month to month as near as possible in the order in which they are listed.

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Marion

SALEM, OREGON

The Largest and Most Complete Hostelry in Oregon Out of Portland

DRAGER FRUIT
COMPANY

Dried Fruit Packers
221 South High St.
Salem, Oregon

Always in the market for dried fruits of all kinds

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.

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770 Chemeketa St.
Phone 724 Salem, Oregon

Salem is the center of a potential 100,000,000 pound annual prune industry.

Manuals, School Helps and Supplies
Your order will be given PROMPT attention

The J. J. Krapf
Company

Kent S. Krapf, Mgr.
Box 96 Oregon

Our Trees
Carefully Grown—Carefully Selected—Carefully Packed Will Give Satisfaction to the Planter

Salem Nursery
Company

423 Oregon Building
PHONE 1763
Additional Salesmen Wanted

Always a Ready Market for HOLLOW-TILE Homes

Use Burned Clay Hollow Building Tile for Beauty, Safety and Comfort.

MADE IN ALL SIZES
SALEM BRICK & TILE CO.