

REALTY CONCERNS ARE ON INCREASE

Gain of 15 Per Cent Shown in Report Prepared by Commissioner Moore

Premium tax receipts have increased 98 per cent during the first 11 months of 1924 over the first 11 months of 1923, according to a report submitted by Will Moore, state real estate and insurance commissioner, to Governor, Walter M. Pierce. The amount for this year is \$482,613.93 against \$242,883.44 in 1923. Licenses increased 18 per cent while total receipts for 1924 increased 84 per cent, with \$569,293.99 against \$316,443.63 in 1923. Disbursements for 1924 were \$26,357.27 against \$24,436.75 for 1923, an

increase of but 3% per cent. The budget for 1925-26 is only \$380 above that for the present biennial.

Companies have increased from 406 in 1922 to 469 in 1924, a gain of 15 per cent, while agents' licenses increased 19 per cent with 10,902 in 1922 and 12,955 this year.

In the fire marshal's department receipts for 1924 were \$22,215.94 against \$27,322.87 for the corresponding period this year. Disbursements were \$22,238.55 against \$25,595.42 for the same periods. Of the amount this year, \$8795 has been for standardization of fire hose couplings, authorized by the 1923 legislature. The increasing fire losses with the apparently ever increasing number of crooked fires to investigate has made this a very strenuous year, according to the report.

Receipts from the real estate department for 1923 were \$12,162 against \$11,533.50 for the same period this year. Disbursements were nearly equal, being \$7812.60 for the first and \$7100.85 for the second period. The falling off in receipts has apparently been caused by the fact that there has been very little market for real estate, Mr. Moore points out.

Franklin Buys Property North on Pacific Highway

O. F. Franklin has purchased a large tract on the Pacific highway about a mile from the Valley Packing company plant, and will erect an \$8000-\$10,000 residence in the spring. Mr. Franklin is landscaping his property and will have an exceptionally attractive place when it is completed.

Listing Bureau Literature Reaches Many in Nation

In answer to the advertisements of the Salem Multiple listing bureau there has been inquiries received here from Haskell, Okla.; Natoma, Kansas; Lida, Nevada, and other places. The bureau is distributing about 2,000 pieces of literature each month which probably reaches nearly 10,000 people. Plans are underway to increase the circulation of the literature.

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Back Yard Horticulture

(This is the third article of a series to be run each Sunday during the whole plantation season, giving valuable information and hints for Salem home owners and others).

A program for the balancing and development of the horticultural production of Polk county must be based upon not only what we can grow to advantage, but what we can market to advantage as well. Only those varieties of tree and small fruits, nuts and vegetables, which are particularly adapted to our soils and climatic conditions, are to be included. Our fruit and vegetable plantings, must be planted in the location and upon the soils within the county suited for their production. They must be planted in large enough units for economic production. Existing plantings unfortunately located such as prunes on chards upon shallow or poorly drained soils, can be pulled at once to the financial advantage of the grower, as well as the good of the industry. Indications are that certain crops, such as prunes, apples, loquats, etc., are already overplanted in the county, while there are others such as red raspberries, evergreen blackberries, Bartlett pears, nuts and some of the canning vegetables, which will stand reasonable expansion. We must produce those things our markets demand, in the proportions demanded.

Prunes
The dried prune production of the United States for 1922 was something less than three hundred million pounds, California producing two hundred and twenty-five million, Oregon fifty million, and Washington approximately twelve million pounds. The total production of these three coast states will easily reach the four-hundred-million pound mark inside of five years; while that of the Northwest alone can be expected to reach the one-hundred-million pound mark. The Pacific coast states have a monopoly upon the dried prune production of the United States. The total prune production is sufficient to feed the American population at the present consumption rate of one and one-half pounds per person, with one hundred and thirty-five million pounds remaining for export trade. When the four-hundred-million-pound production is reached in the next five years, unless we increase the average consumption of the American consumer, we shall have over a hundred and twenty-six million pounds for export.

The prune industry in Polk county has developed from 67 acres in 1889 to the present acreage of 11,039 acres. The ten to twelve cents received for prunes in 1889 was responsible for the first heavy planting, the acreage reaching 1,145 in 1899. The dropping of prices to two and three cents prevented any rapid increase during the next ten years the 1908 acreage standing at 1214. The average price received in that year, and the other good prices during the following years, reaching as high as twenty cents in 1919, was responsible for the additional new plantings. The total plantings reached 5,181 in 1919, and 11,039 at the present time (1924).

The probable value of a representative acre of bearing prunes, with the necessary buildings and equipment, is \$625.00. The average production of dried prunes is not greater than 1,500 pounds per acre. The cost of production is at least seven cents per pound. The average price to the grower will be close to this same seven cents. For this reason, orchards averaging less than this 1500 pounds yield, which cannot be economically made to produce this amount, are better off removed. No new acreage should be planted, excepting to fill out economic units, until consumption has at least caught up with production, and prices have reached a higher level.

When new plantings are made, they should be on deep, well drained soils suitable for prune production.

Cultural methods should be improved to increase the average size of our prunes. Good cultural practices and proper selection, will reduce the amount of small prunes, but will not eliminate them. Under the most favorable conditions we will have several million pounds of small prunes. These small prunes contain much food value and have cost as much to produce as the larger sizes, but sold on the market bring, in many cases, less than packing and selling costs to say nothing of cost of production. Also the very fact that these small prunes do sell for a low price has a tendency to reduce the amount received for the larger sizes, as well as reducing the amount of the more profitable sizes sold.

It is suggested that these small prunes could be used as a by-product in such a way as to conserve the food value, and at the same time remove them from competition with the larger sizes. To that end we recommend that the prune growers adopt some method to finance research work for finding some use for small prunes as a by-product, and that the chairman appoint a committee to work with a like committee of other prune growing districts to carry out the intent of this recommendation.

Reducing Number of Commercial Prune Grades

Oregon prunes are now graded as to size, into 11 distinct commercial grades. Two distinct types of prunes being grown, doubles this number. Then, at times old and new crop of prunes of each size and time are sold at the same time, and in addition each type and size is packed under a number of distinctive brand names. This untold multiplicity of sizes, grades, brands, and quantities is, to say the least a confusion to the consumer and the trade, not justified, by sound business methods, and not conducive to the largest possible consumption of our prunes. In the opinion of your committee this large number of sizes is unnecessary.

Perhaps no other commodity of as near uniform edible quality, is marketed under so many distinct, though sometimes infinitely mally different sizes.

It is apparent that to merchandise the successively smaller sizes, a SUBSTANTIAL difference in price is necessary between each different grade. By making them successive SUBSTANTIAL reductions, it is evident that an abnormally low price must be in effect on medium and smaller sized prunes, to move them. To most consumers the present amount of reduction in price immediately suggest an even greater difference in quality, cleanliness or edibility of the smaller prune. This psychology of the consumer's mind still further depresses the price of the smaller sizes to a ruinous price to the grower. Then,—the smaller sizes being by these processes reduced to such a ridiculously low plane, the consumer as well as the trade naturally wonders why the larger sizes are so high while the smaller sizes are apparently just as large at best only infinitesimally smaller, are so much cheaper. This feeling naturally depresses the price of the large prunes also. In this way useless multiplicity of sizes creates a trade and consumer resistance, and a general feeling of large and small prunes. In the same retail store may be seen a difference of 10 or 12 cents per pound, or even more, in the price of prunes grown on the same tree in this county. It is quite apparent that the grower is not getting 12 cents per pound for the large prune than the small ones, and it is quite evident that most of the increase in price is taken somewhere down the line by the middlemen, and is not to the interests of either grower or consumer.

It is the opinion of your committee that the number of commercial sizes of prunes be reduced from 11 to not exceed 4, by way of illustration to be named as follows: SMALL, MEDIUM, LARGE, EXTRA LARGE. To this end we recommend that legislation directing the state board of horticulture or other suitable agency to meet annually at some suitable time before packing begins and after investigations, prescribe the number of prunes to the pound for each of such grades for that season's crop. Said act should direct such board to make such standardization annually after due investigation and survey so that in the judgment of the board, as nearly as possible—% of that season's crop be graded as EXTRA LARGE, % of the % season's crop be graded as LARGE, % of that season's crop be graded as MEDIUM, % of that season's crop be graded as SMALL, said percentages to be definitely fixed by the act, and fixing penalties for branding packages with the above grade names that have more prunes to the pound than prescribed by the order of said board.

Dried prunes water content should be standardized.

Cherries
The cherry acreage in Polk county is about 1000. The average production probably is 1500 pounds. The approximate value of an acre of a bearing cherry orchard is around \$650. The cost of production not less than 7 1/2 cents.

No increased planting of Royal Anna is recommended at present. Bings and Lamberts should not be planted unless their fresh shipping qualities are proven. Efforts to increase the yields of existing plantings by better cultural methods, adequate pollination and more thorough insect and disease control is urged. No cherries should be permitted to be shipped out of the state in their fresh state unless sprayed for the cherry maggot and state inspected before shipping.

Pears
Polk county grows very few pears. Her 250 acres produced 20,000 bushels in 1923. This average yield of only 80 bushels is away below a profitable one. It should at least be increased 50%. Hundreds of tons of Bartletts are shipped into Salem and other Polk county markets annually. Well-grown Bartlett pears in this county are superior to most and equal to any for canning purposes. For that reason, the acreage of Bartletts in Polk county should be increased.

Winter varieties, such as Anjou, Bosc and Winter Nellis can be satisfactorily grown and may be advantageously planted if planted in large enough blocks to insure can lot quantities for shipping.

Apples
Polk county's 1600 acres of apples produce about 95,000 bushels annually. An average production of only 60 bushels is made. The cost of producing and equipping an acre of apples is at least \$650. The cost of producing a box of apples is something over \$1.

For these reasons, orchards which cannot be economically made to produce an average production of 150 boxes per acre should be removed.

No new plantings should be made, except to fill out an economic unit.

Yellow Newtowns, Gravensteins, Grimes Golden, Winter Bannans and Kings are suitable varieties for this county.

Nuts
Moderate plantings of walnuts and filberts is advisable in this county.

Plantings should be made upon deep, well drained lands; frost free locations are necessary for walnuts.

Plantings should be made from most satisfactory varieties: Franquette Walnuts and Barcelona Filberts.

Walnuts should be grafted to root stocks of northern California black walnuts. Eleven to 16% of filbert plantings should be pollinizers. Uniform grades should be es-

SOIL SURVEY FOR COUNTY IS URGED

Entire Valley Complete With Exception of Marion and Part of Lane

With only one more season's work ahead, the Oregon Agricultural college soil survey of the entire Willamette valley will be completed with the exception of Marion county. Lane county is being surveyed at present and this work should be completed early next year.

Because of the great demands for these surveys from other counties, Salem real estate dealers, mortgage firms and others are being urged to write to OAC and request the survey next year. Soil surveys, with detailed maps are held of vital importance by the real estate dealers. Because of the great demand, immediate action must be taken if the survey is to be completed next year. Unless the matter is taken up at once, Marion county will find itself at the tail end and without a survey until other counties have been surveyed.

Another Insurance Firm Will Operate in Oregon

Information is received from Insurance Commissioner Will Moore that license has been issued to the Ohio Farmers Insurance company of Le Roy, Ohio, for the writing of fire insurance in Oregon. This company was incorporated by special act of the General Assembly and enforced.

Marketing should be through a central agency, devoted exclusively to marketing nuts.

Small Fruits
About 650 acres of small fruits are produced in Polk county. Red raspberries, evergreen blackberries, black cap raspberries, strawberry raspberries, gooseberries and currants can be economically grown in the county.

Red raspberries, evergreen blackberries, black cap raspberries and canning strawberries may be safely planted as the demand for these berries is increasing. The skillful gardener plans to have a succession of color through as long a season as possible. He selects his shrubs to make a long flowering season. The gardener who does not make some little study in planning his garden, or landscape usually finds that he has a "feast or famine" proposition. He has a burst of flowers at one season and none at other times.

Knowing the season of blossoming, one is able to select shrubs that will produce a succession of flowers and that will at the same time fill one's needs in other respects such as to height and fall coloring of leaves.

In the following list are spring flowering plants: Shrub roses, Golden Bells, Oregon Grape, Deutzia, Lilacs, Honey-suckles, Van Houtte Spirea, Thunberg spirea, Snowball Japanese and common Japanese barberry, Red Flowering currant, Peony, Iris, Roses.

Following are mid-season or summer flowering plants: Hydrangea arborescens hills of snow, Weigella, Mock Orange, Hollyhocks, Phlox.

These are fall or late summer bloomers: Buddleia-butterfly bush, Hydrangea, P. G. Hydrangea Oakes—the blue and pink varieties, Spirea Anthony Waterer Spirea Callosa rubra, Tamarix, Caryopteris—blue spirea, Gladiolus, Gallardia, Dahlias.

Some gardeners attempt to carry out color combinations and arrive at beautiful results where their selections are happy. Some borders may combine certain colors at one season and others at other seasons. The following produce early flowers of pink or red shades.

Double flowering almond-prunus triloba; pink tartaria honeysuckle; red flowering currant; peony.

Early flowering yellow flowers are produced by golden bells, Oregon grape and Japanese barberry. Early white flowers may be had on deutzia, white lilac, Moraea, honeysuckle spirea Van Houtte and spirea Thunbergi and snowballs.

The iris and purple lilac furnish early blue or purple color.

Buddleia, caryopteris and Michaelmas daisy furnish fall colors of blue or purple, while Anemone, Weigella, Spirea Callosa rubra and dahlia add reds to the fall landscape.

The planter may paint his own landscape by his selection of plant materials,



SALEM HAS 88 IN REALTY BUSINESS

Official Count Is Made by W. A. Mullen, Deputy State Commissioner

There are in Salem 88 active licensed real estate operators, according to W. A. Mullen, deputy state real estate commissioner. In the last two years there have been no sworn complaints filed against any of these and the local men have been found to be one of the most successful cooperative groups in the state. The harmony which prevails here, it is said, is due to the high type of men and women engaged in the business in Marion and Polk counties.

Scientific principals for the benefit of clients have been developed to a high grade of efficiency, Mr. Mullen said. One of the outstanding features of this is the soil survey.

Business Location Sold by Larmer During Week

Through a transaction handled by the W. H. Grabenhorst & company and the Childs & Bechtel

real estate firms this week. D. A. Larmer has sold his property adjoining the YMCA building on the north to James Imlah and Fred Kirkwood. The consideration was \$5500.

The property has a frontage of 19 feet on North Commercial and a depth of 145 feet. A small brick building occupies the front part of the property. It is understood that the property was purchased as an investment.



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