

WHAT FRUITS POLK SHOULD GROW; WHY

Report of Horticultural Committee of Agricultural Economic Conference

(Following is the report of the horticultural committee of the late Polk county agricultural economic conference, held at Dallas. A part of this report was printed in the Statesman of last Sunday, and by mistake under a heading that was intended for the article on "Back Yard Horticulture.")

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 prune orchards 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, loganberries, 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 two 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 1909 acreage standing at 1214. The six cents 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 qualities 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 infinitesimally 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 ten 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 such an enormous reduction in price immediately suggest an even greater difference in quality, cleanliness or edibility of the smaller prunes. 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 other prunes apparently just as large or 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 to prices of BOTH 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 more 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 suitable legislation directing the state board of horticulture or other suitable agency to meet annually at some suitable time before packing begins and after investigations progress 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 that 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 Ann is recommended at present. Bing 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 spate 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 car 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 per acre. The cost of producing and equipping an acre of apples is at least \$650. The cost of producing a box of apples is therefore over \$11.

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 Newtons, Gravenstein, Grimes Golden, Winter Bananas 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 only; 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 established 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, strawberries, loganberries, gooseberries and currants can be economically grown in the county.

Red raspberries, evergreen blackberries, black cap raspberries and currants and strawberries may be safely planted as the demand far exceeds the supply. Gooseberries, currants and loganberries should not be increased at the present time.

All efforts should be made to produce a larger yield of these fruits by better cultural methods.

Special efforts should be made to secure stock for planting free of all diseases and insect pests.

(Signed) L. H. McBEE, L. W. PLUMMER, H. M. WEBB, F. E. EWING, MAX GEHLHAR, R. W. HOGG, T. ALSIP, A. G. REMPEL, W. M. ELLIOTT, J. M. POWELL.

RESOLVED, That this body favor the organization of prune growers for the following purposes:

- (a) To establish a uniform grade and pack.
- (b) To establish a uniform trade mark.
- (c) To advertise the product effectively.
- (d) To support the central sales agency, which will market all prunes of existing organizations and other organizations to be formed.

That we favor the organization of new cooperative units, in districts where they are now unorganized, with the view to affiliate with the existing organizations in the establishment of a central selling agency, covering the entire Northwest.

NOTE: This resolution was read by Mr. Ewing and unanimously adopted by the Conference as an amendment to the Report of the Horticultural Committee.

FOODSTUFF COSTS VARY IN INCREASE

Gain of From 5 to 35 Per Cent Shown in Contracts Awarded By Board

Cost of foodstuffs for the various state institutions varies from 5 to 35 per cent over prices paid for the last six months of this year, according to contracts let by the state board of control. Thursday, covering the necessities for the first six months of 1925. The bids are opened twice each year, on December 10 and on June 10. Only two decreases in prices are noted, in cut meats and hams. Crackers remain the same.

Staple articles covered by the awards, and the comparative prices for December 10 and June 10 are as follows:

S. W. Beans, \$.615 against \$.05%; crackers, \$.109; pink beans, \$.06% against \$.05%; cheese, \$.25 against \$.24%; coffee, \$.33 1/2 against \$.22 1/2; bacon, \$.215 against \$.15; ham, \$.20 against \$.22%; fresh beef, \$.787 against \$.075; mutton, \$.1075 against \$.75 per cwt; cut meats, \$.17 against \$.20; pork shoulders, \$.122 against \$.10; hard wheat flour, \$.780 against \$.524; cane sugar, \$.707 against \$.705; bran, \$.27 against \$.25.50 per ton; shorts, \$.38.30 against \$.28.50 per ton; lard, \$.15 1/2 against \$.10 1/2.

Lutheran Home Seekers Are Preparing to Move

SILVERTON, Dec. 12.—(Special to The Statesman.)—The Lutheran Home Seekers' agency, of

which A. O. Nelson and Carl A. Benson are in charge, is preparing to move its offices to the Jack building on North Water street. The north half of this is now being remodeled to suit the needs of the agency. A public writing room and three offices are being fitted up. Mr. Nelson and Mr. Benson expect to move from their present location over the J. C. Penney store to their new location before Dec. 22.

Youth Wants Information But Takes No Chances

Many letters are received every day by the Salem Chamber of Commerce from children in the east, requesting literature on the industrial life of the city. The inquiries are answered with the "Trail 'Em to Salem" literature. One lad, however, played safe when he sent his letter from New Jersey. It is as follows: "Dear Sir: Without obligation on my part please send me your earliest convenience full information and booklets regarding the industrial and manufacturing of your city, for school use. Anything you may be able to send will be greatly appreciated."

Northwestern RADIO
and SERVICE THAT SATISFIES at
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PHONE 3744
1120 NORTH 5TH STREET, SALEM

Bonds That Pass Every Test

Bonds, which are secured by Salem income property and producing Willamette Valley farms, yield 6% return. They offer the best security and have a non-fluctuating resale market. These are the three important factors of an investment.

The mortgages securing these Bonds are held in Trust by the First National Bank of Salem. The Bonds are in denominations of \$100 or multiples thereof.

Write or phone for our circular giving full information regarding this investment offer.

Reference any bank in Salem
Hawkins & Roberts, Inc.
205 Oregon Building. Salem, Oregon

ROSTEIN & GREENBAUM RELIABLE MERCHANDISE

Silk Umbrellas Pretty colors, nice handles The new stubs at \$6.50	Ladies' Linen Kerchiefs Pretty colored borders Worth 35c Special 15c
Silk Umbrellas \$4.50, \$5.00, \$7.50	Ladies' Silk Hosiery The best for wear \$2.50 Pair
Silk Hosiery at \$1, \$1.25 and \$1.90 per pair	
Linen Guest Towels 89c and 59c	Fine Linen Towels \$1.45, \$1.25, \$1.15
Fine Table Linen, yard \$2.50	
Linen Guest Toweling Very Fine Yd. 85c, 75c	Linen Lunch Cloths 36x36 \$1.25 45x45 \$2.00
Dresser Scarfs 65c, 75c, \$1, \$1.25	
Felt Slippers. Good Grade Pretty Colors. Special Lot	
Ladies' Slippers at \$1.45	
Men's Felt Slippers Variety of Colors Good Quality \$1.45 to \$2.25	Indian Moccasins All Leather. Padded Soles Fancy Trim. Men's\$2.75 Women's and Boys' @ \$2.50

Men's overcoats, all wool and pretty patterns. Big assortment, consigned to us, at low prices for quick sale for special holiday sale.
240 AND 246 COMMERCIAL STREET



CHANGE TO ZEROLENE WINTER LUBRICANTS

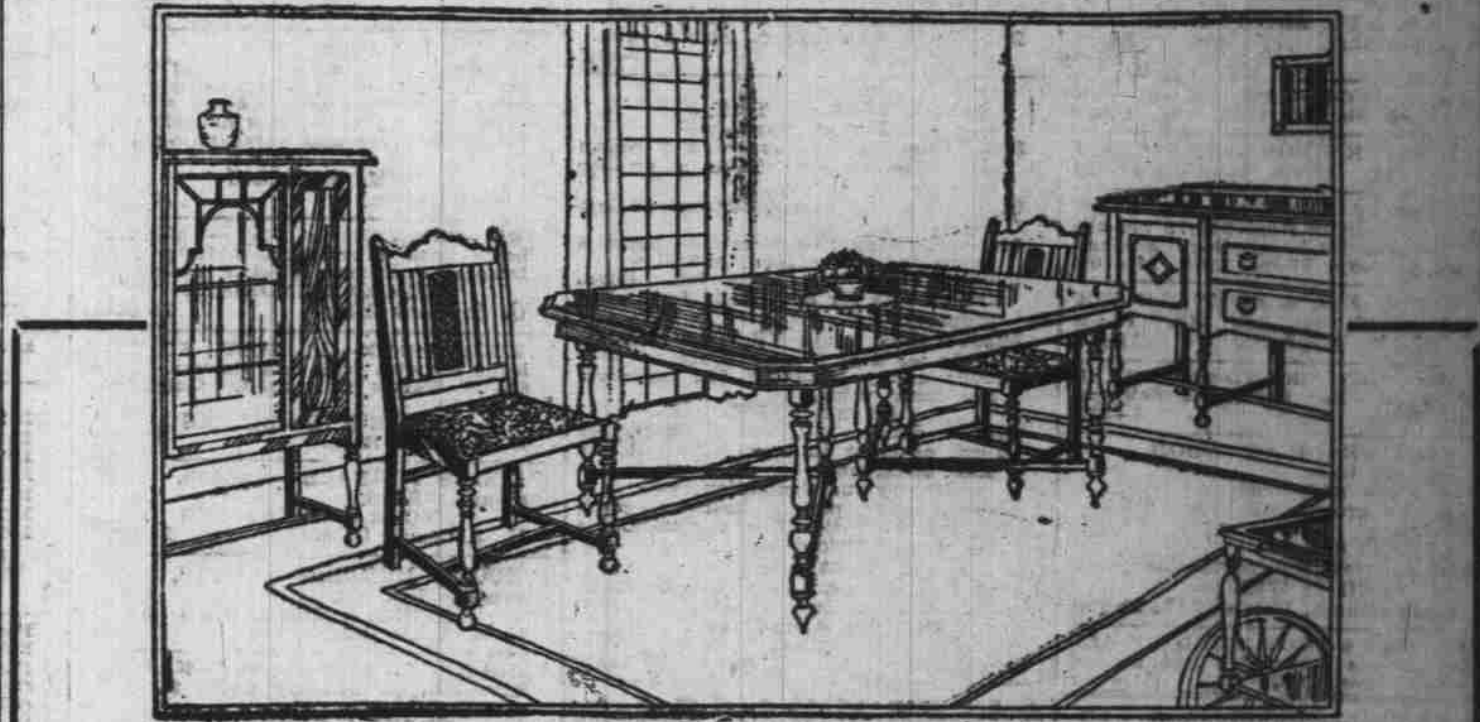
Many oils won't pump when the temperature drops to Zero.
Zerolene winter lubricants will.

They give you safe lubrication continuously all winter long, prevent crankcase dilution, save batteries, release power, protect the engine!

The Zerolene Correct Lubrication Chart will tell you the right oil to use in your car for winter driving.

Head for the Zerolene sign at your dealer's, at garages or Standard Oil Service Stations and make the change to winter lubrication today!

STANDARD OIL COMPANY (California)

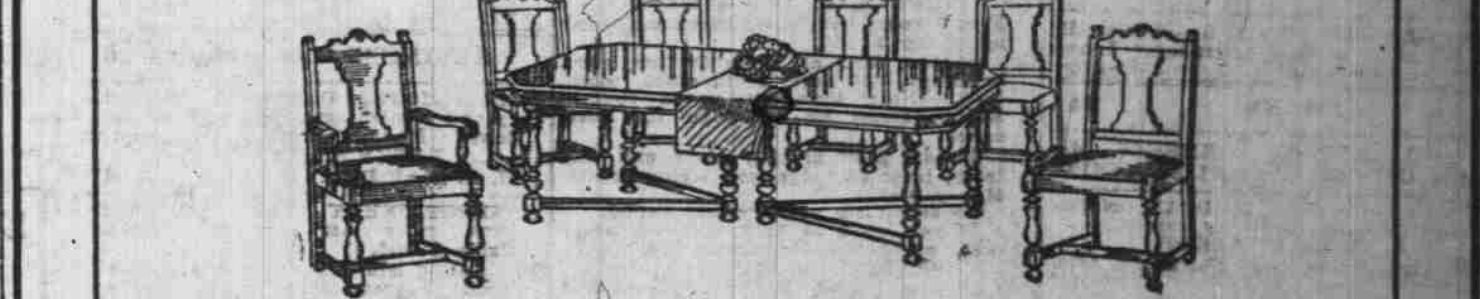


Dining Room Suits At Special Prices

- This seven-piece walnut suite consists of a 42x54 inch bow end table of Queen Anne period with four walnut chairs upholstered in blue genuine leather. A suite that will add a touch of refinement to any home and it is specially priced
\$66.50
- Another special of marked prominence is an eight-piece suite of two tone walnut. An exceptionally well finished 42x48 inch table, a 45-inch buffet and six chairs upholstered in blue leather.
\$125
- A massive suite is this Hepplewhite of walnut consisting of a 60-inch buffet with mirror, silver drawer with tray, small linen drawer, two cupboard spaces and a long linen drawer, five straight and an arm chair. The table is 54-inch and like the other pieces is faultlessly finished. Regular price \$210. Special
\$148.50
- An eight-piece suite of selected walnut consisting of a 54-inch table, a 60-inch buffet with silver tray in drawer, six high back chairs to match. This suite sells regularly at \$194. We have just three to sell at the special price of
\$137.50

The Big Special of the Year

An opportunity knocked at our door and we took it in. A manufacturer had nine dining suites but they had no buffets to match. He offered to discount the price of the tables and chairs 50 per cent if we would buy the nine suites. We pass the saving on to you—not in cheap, sale furniture but high grade inlaid walnut with carved decorations. The suites are more fully described below.



These beautiful seven-piece suites are made of all selected walnut in Italian design, the chairs are upholstered in velour or tapestry and there is a choice of two tables 42x54 inch and 45x60 inch. There are five straight chairs and an arm chair to match. Special price
\$95

Note: Please remember there are just nine suites to sell at this price.

This dining furniture, like everything else in the store, can be bought on easy terms without incurring any additional expense. No interest, no tax, no strings of any kind; \$10 down and a little each week or month buys \$100 worth of furniture.

GIESE - POWERS

We will Accept Your Old Furniture as Part Payment On New