

### FORTY DOLLARS BECOMES FORTUNE

W. S. Fitts Starts Business in 1901 With Forty Dollars

That romance is not cred in the business world is clearly shown by the experiences of W. S. Fitts, local fish merchant. The rise of Mr. Fitts in the business world reads like a fairy tale but there are many of the old timers of Salem to vouch for its correctness.

Thirty years ago Mr. Fitts came to Salem from Alabama with nothing but a wife and a determination to make good. For six years he labored for other men and found that he was getting nowhere. He still had the wife and the determination and in addition had two children to support. After thinking the matter over Mr. Fitts decided that the only thing to do was to go in business for himself, the only drawback to this scheme being that he had but \$40 in the world which is rather a small capital upon which to found a successful business. After consulting with the wife Mr. Fitts decided to make the attempt. He spent \$4 for a pair of scales, a few dollars for a counter, a few more dollars for a rack for his chickens, persuaded the local lumber yard to donate a chopping block, and opened for business. As he himself admits at that time he scarcely knew a sardine from an eel.

While it is not to be expected that prosperity smiled upon Mr. Fitts from every angle he at least continued to forge ahead until in 1916 he, with a Portland firm, were in a position to buy the Newport Ice and Fish Co. At the present time Mr. Fitts owns a controlling interest in this business which in the past year has done in the neighborhood of a quarter million dollar business, and has shipped several carload lots of fish to both New York and Germany.

The local business has totaled between forty and fifty thousand dollars for the past year and is recognized as one of the most up to date and complete on the West coast.

### POULTRY INDUSTRY; A FEW BRIEF WORDS

The Salem District is the Best Poultry Country in the Whole Wide World

(Space is scarce; this is a last edition. We have the greatest hour closing up of this New Year poultry country in the whole wide world, here in the Salem district. There are facts enough available to prove the assertion to fill this whole edition. But the reader, if interested, will have to wait for the annual poultry Slogan number or to take The Statesman, if he does not take it already—for every Slogan number and most regular numbers carry poultry facts. The following brief paragraphs, from one of our very best poultry authorities, will have to suffice at this late hour.)

"The Willamette valley, the Salem, Oregon district in particular, is peculiarly adapted to success-



THOS. B. KAY  
President of the Rotary Club,  
State Treasurer-Elect.



T. M. HICKS  
President of the Chamber of  
Commerce for 1925

ful poultry raising owing to the mild climate of this district where green feed such as kale, cabbage, mangle beets and clover are grown and are available the year around. It was in this district that the world's first 300-egg-in-a-year hen was produced, and many flocks of White Leghorns here now average 204 eggs per hen a year.

Expensive poultry buildings are unnecessary, most poultrymen using the single construction open front type of laying houses the year around, and comparatively cheap lands near food markets are available for such farms. A state cooperative egg marketing association affords a safe, ready market at highest prices for the poultrymen, which is another wonderful advantage.

"Due to the mild weather incubators can be started up in January and can be kept in profitable operation until June, or later.

"Several large custom hatcheries are being established in this district, one of 47,000 egg capacity, and poultrymen from California and other great poultry districts, learning of the unusual advantages and opportunities for successful poultry raising in the Willamette valley, the Salem district in particular, are locating here and establishing large poultry plants."

I Wish Everyone a  
Happy and Prosperous  
New Year

And I want to express through your Annual edition of The Oregon Statesman, very sincere appreciation of my efforts to serve the people continuously during my forty-two years residence in Salem. It has always been my desire to firmly establish a reputation in business for accuracy, courtesy, fairness and reliability and judging the measure of success by our substantial growth we are receiving our reward.

Dan'l. J. Fry, Ph.G.  
280 N. Com'l. St.

Oldest, largest and best equipped Drug Store in Oregon.



J. C. PERRY  
King Bing of the Cherrians.



W. W. ROSEBRAUGH  
President of the Lions Club.

### French Shop Handles Latest Ladies' Wear

Mme. Butte-Morrison entered in the millinery business in Salem at 165 Liberty in 1912. Three years later she moved to the Farrar building on State, between Commercial and Liberty.

In March, 1917, Mme. Morrison's stock of goods was a total loss when the Farrar building was destroyed by fire. In April of the same year Mme. Morrison leased a room in the Masonic temple, 215 High, and opened up her new shop as the French Shop. In 1919 she added a ladies' ready-to-wear department to her stock.

The French Shop now handles the Meadowbrook, Fluke and Rawak hats, and the Finkelstein Maid Marrion and Madame Renaud gowns. In today's issue of The Statesman she is announcing that she will handle the Irene Castle gowns, and that a display of these famous gowns will be at her shop in a very short time. The French Shop also carries a large stock of ladies' coats and hosiery.

It has been the policy of the French Shop at all times to carry the very latest in merchandise, and to supply the demand of the ladies of Salem at a fair and reasonable price.

"There is something in nuts to rival meat," says a physician. This is especially true of chestnuts.

WE wish to thank our many patrons and customers for the business they have sent our way during the past year, and and wish each and every one a Happy and Prosperous New Year throughout 1925.

Square Deal Hdw. Co.  
220 No. Commercial St.

THESE ARE ECONOMICAL USED CARS (Found at Salem's Only Public Car Market)

The used car may have a bargain price tag on it and still be a costly proposition. What it will cost you to run it is just as important as its first cost. Only good mechanical condition can deliver low cost performance. These fine used cars will do it:

- Ford Tourings with starters .....\$135
- Chevrolet Tourings, repainted \$120 to \$435
- Dodges .....\$190 to \$475
- Willys Knight Touring .....\$395

Certified Public Motor Car Market  
255 N. CHURCH ST. PHONE 685

### VETERAN SALESMAN WITH KIRKWOOD

R. E. Chandler Is Now Selling Cars for Fred Kirkwood

R. E. Chandler, veteran automobile man, has joined the organization of Fred Kirkwood, local Nash and Hupmobile dealer. Mr. Chandler is well known in automobile circles all over the coast, formerly being connected with the Nash distributors in Los Angeles and San Francisco.

Mr. Chandler's short stay in Salem has made him hosts of friends and he takes this opportunity of wishing them all a happy and prosperous New Year.

Mr. Chandler further states that while it has been common practice among home builders the past few years to build two car garages, their ideas are rapidly changing about the disposition of the extra space.

"The original intention in many cases," says Mr. Chandler, "was to derive an income from the spare stall, and now it is being used frequently for the family's second car or is intended for that purpose at some future date.

"Thirty years ago almost every well-to-do family had its matched team, or at least a pet old buggy horse. And in addition, 'the young blood' of the household eventually acquired a speedy trotter to take his sweetheart driving on an evening or on Sunday.

"We have this same situation as regards motor cars, and furthermore, the women of the family have also come to require cars for their personal use. We find that many young business women are buying Nash cars for themselves, and there is a constantly growing list of Nash owners who supply a brougham for their wives. It is surprising how many families finally come to the conclusion that an extra car is the best way out of the perplexing problem of who is to have the car when each one insists they cannot possibly do without it."

### Pioneer Basketball Teams Clash at YMCA Wednesday

The Shelton Pioneers of the First Christian church defeated the Daniel Boone Pioneer club of the First Methodist church 14 to 8 in one of the snappiest games played this week at the YMCA.

The Omegas lost to Stewart Kibbe's quintet by 33 to 17 points. Dennis Heenan refereed. This has been a defeat to the Omegas which marred the fine record they have so far made.

**PNEUMONIA**  
Call a physician. Then begin "emergency" treatment with **VICKS VAPORUB**  
Over 17 Million Jars Used Yearly

### TEAMS ARE READY FOR GRID CLASSICS

Notre Dame and Stanford, and Pennsylvania and U. of C. Meet Today

PASADENA, Cal., Dec. 31.—Notre Dame's fighting eleven outweighed, but with the odds with them as it has been nearly every game this season, are ready for Stanford university, whom they meet tomorrow afternoon, in a post season intersectional football game in the Rose bowl here. It will be the first time that Notre Dame players have exerted themselves in a warm climate, such as Pasadena boasts.

Thirty four team members of the South Bend institution, headed by Coach Knute Rockne, arrived today. Late today they were herded into Rose bowl, where the famous galloping backfield tested shoes on the turf. The "Four Horsemen" were in fine fettle and were held down by warning words from Rockne. The Palo Alto athletes topped off their practice this afternoon with very light scrimmages.

BERKELEY, Cal., Dec. 31.—(By AP).—Football fans of the San Francisco bay region are looking forward eagerly to the east-west game tomorrow between Pennsylvania and California.

The weather was gloomy today, with a constant threat of rain. Despite previous statements that the game might be postponed to Saturday if the weather proved unfavorable, the contest will be held tomorrow, whatever the elements may decide to do, it was announced this evening by R. W. Cortelyou, the California athletic manager.

The California Bears rested today. Coach Andy Smith having decided that further work was not desirable. Lou Young put his Quakers through a final secret practice. They still were somewhat stiff from their transcontinental journey.

The size of the attendance will depend largely on the weather, though more than 40,000 seats already have been sold according to the management.

### Willamette Quintet Wins From Long-Bell, 33 to 25

The Willamette university basketball team won a hard game from the Long-Bell team of Longview, Wash., by a score of 33 to 25 last night according to a report received from that city. Tonight the Bearcat meet the fast Columbia Club five of Astoria in the first of a series of two games. Saturday night they will clash with the Multnomah Club quintet in Portland in the final game of the short barnstorming tour.

Feeding frozen kale or cabbage leaves is unwise, says the Oregon experiment station. It is best to thaw out the leaves by dipping in water.

### YMCA OPEN HOUSE NEW YEAR FEATURE

Invitations Sent to 2500 But All are Welcome; Program Continuous

One of the biggest events in Salem for New Year's day is the annual open house at the YMCA for which 2500 invitations have been arranged which will appeal to all.

**OREGON ELECTRIC RAILWAY** **FAST SAFE CONVENIENT ELECTRIC TRAINS**

Leave Salem for Portland and intermediate stops: 7:05, 10:00, 11:15 a. m.; 1:30, 4:00, 5:30 and 8:20 p. m.

For Eugene and intermediate stops: 8:30 and 9:50 a. m.; 4:15 and 8:10 p. m.; for Albany and Corvallis 12:30 p. m. daily.

\*Limited train.

Oregon Electric agents sell thru tickets to the East via A.P.R. and Great Northern or Northern Pacific Rys.

J. W. RITCHIE  
Ticket Agent  
Telephone Main 727

The morning has been set aside for basketball tournaments which are to be played to a finish, and during the afternoon there will be featured wand drills, apparatus work, basketball games, fancy swimming, songs, addresses, and other forms of entertainment. Refreshments will be served by the woman's auxiliary. Mrs. Curtis B. Cross is chairman of the social committee.

Between 3 and 4 o'clock there will be in addition to the varied entertainment a program presented by the children. Little Betty Bonnell, Wend Jenks, Miss Elliot, Stanley King, Robert Brown, Tom Livesley and Mary E. Kells will appear in vocal and instrumental numbers.

The high school students are to present a program which will be mostly instrumental. Helen Marcus and Ivan White are in charge of this offering.

In the evening there will be a series of addresses, songs, features, recitations and special numbers which had not been completely arranged Wednesday.

WOULD YOU LIKE TO LISTEN TO BETTER **RADIO** THAN YOU HAVE HEARD BEFORE? CALL

**CHURCHILL'S RADIO SHOP**  
PHONE 6851  
1120 NORTH 5th STREET, SALEM

**THE OYSTER LOAF**

**NEW YEAR'S CHICKEN DINNER 60c**  
From 11 A. M. to 8:30 P. M.  
Also Every Sunday From Now On.

**SOUP**  
Chicken a la Reine  
Relishes

**SALAD**  
Celery Hearts  
Ripe Olives

**ENTREES**  
Head Lettuce with Thousand Island Dressing  
Chicken Fricassee with Egg Dumpling  
Roast Chicken with Salad Dressing  
Sliced Chicken a la King on Toast

**VEGETABLES**  
String Beans

**DESSERTS**  
Choice of Pies  
Coffee, Tea, or Milk

**GO! 1925!**

**WE'RE OFF ON THE FOURTH LAP**

**MARCH 1921** we opened a small furniture store comprising about 5500 square feet of floor space at 373 Court Street.

In less than two years we found our quarters inadequate to care for the growing business and in December 1923 we moved to the modern fireproof building at 357-77 Court street which gave us a floor space at 25,000 square feet.

1925 finds us crowded to an uncomfortable degree, not an inch of space being wasted in this big store and before long it will be necessary for us to extend the store back to the alley, thus giving a few more feet of show room space.

**Thank You**  
for it is certainly you—our friends and customers who have made this rapid growth possible and with our continued policy of

**EASY TERMS NO INTEREST**  
(which, by the way, originated and was put into effect by this store) we will continue to warrant your patronage with the aim in view to give

**BETTER VALUES—BETTER SERVICE—BETTER SELECTIONS**

**GIESE - POWERS**  
357 10 377 COURT ST

**Let Us Help You— SOLVE YOUR HEATING PROBLEM**

Just give us your name and address and we will have our salesman call and go over your heating problem with you without any obligation on your part

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\$79.60 and up, Installed Complete

**EASTMAN BROS'**  
(Formerly Silvertown Blow Pipe Co.)  
SILVERTON, OREGON

**FOR 13 YEARS**  
We have maintained an up to the minute

**Delivery Service**  
At present we are using **THREE CARS** And Delivery for Five Stores

**Dean Schomaker**