

SALEM DISTRICT PRODUCES THE BEST CELERY GROWN IN THE UNITED STATES

This is the Verdict of the Pioneer Grower, the Man Who Started Celery Growing Here as a Commercial Industry, and the Man Who Has Been All Along and is Now Our Largest Individual Grower

Your letter of Jan. 16, 1925, is at hand. Answering your inquiry as to celery growing in the Lake Labish district, we shipped in the year 1924 about 300 cars of celery out of the state, and received somewhere around \$150,000 of money, brought from other parts of the Union into the state of Oregon, and it is a growing industry of the state. We like to have help from everybody, and want to make it bigger year after year.

Best in United States
As you know just as well as I do, the celery of the Lake Labish district is the best in the United States. We are getting higher prices than others, and last season we had more orders than we could fill; so we are going to raise more celery the next season.

Methods Improved
The way of raising and harvesting of celery is greatly improved, expenses for growing and harvesting of celery per acre is \$500 to \$600 now, which used to cost us \$1,000.

Marketing Costs High
As all farmers know the costs of transportation and other marketing costs are very high. We ship to Omaha, Chicago and St. Paul, and to other eastern cities, and we have to compete with Michigan and New York celery. If the cost of transportation could be cut down, we could sell a good deal more celery into those cities.

Lake Labish Meadows Celery Union
Disposing of our product through the organization, which is the "Labish Meadows Celery Union," we find that sales managers are inclined to the same crowd of speculators that were the outlet for the growers when they operated independently. In fact, I have been acquainted with selling organizations that simply added another middleman—they selves—to the chain of selling expense. One of them (that may be referred to as "P") used to go to some of our growers and give the impression that if the growers would only give their business to P, better service and prices would be obtained than were being supplied by other selling companies (which I will refer to as "A," "B" and "C"). On the strength of these claims, the business was given to P. Curiosity led me to investigate the results and I found that P had difficulty in moving the crop as fast as it was ready and, in his

dilemma, sold many of the cars to these same competitors for the business—"A, B and C." If P had been able to get enough extra for the shipments to cover their own charges, then it would have been less open to criticism, but in many of these cases the new selling arrangement had resulted in the adding of another expensive middleman to the deal, rather than lessening the cost of getting produce from the producer to the consumer.

Will Increase Shipments
The Californians shipped about 4,000 cars of celery for the year 1924. In the same year we shipped about 400 cars out of Oregon. It seems that we ought to sell a good many more cars of celery than that, because we have a better quality celery than California. For next season we are trying to raise more than 400 or 500 cars, besides a good many other vegetables such as lettuce and cauliflower.

Lettuce is Flourishing
We have tried lettuce in the Lake Labish district; about 15 cars, which we were to ship out of the state last year; but when we were harvesting lettuce the local market needed lettuce, so we sold most of it on the local market and only shipped a few cars of lettuce.

We have now about 35 members in the Labish Meadows Celery Union, and they all raise celery, lettuce and onions, besides some other vegetables.

Being a foreigner myself, I could not express one-tenth of what I think, in the strange language.

ROY K. FUKUDA
Salem, Ore., Rt. 8,
Jan. 19, 1925.
(Mr. Fukuda, writer of the above, is the pioneer grower of celery on a commercial scale in the Salem district, and has been all along and is now the largest individual grower; besides being the acknowledged and trusted leader of his people in this industry—at the same time having the full confidence and trust and respect of all his other neighbors. Mr. Fukuda is anxious to have others besides his own nationals, the Japanese, engage in celery growing and other vegetable growing on commercial scales, in the lines in which we may excel. There will be no over production in the lines in which we can compete on quality, as in celery.—Ed.)

HOLLAND KNOWS IT; WE EXCEL IN BULBS

Man From That Country Visualizes Whole Valley as One Vast Bulb Farm

(The following appeared in the news columns of the Oregonian of yesterday:

The Willamette valley as a great garden of tulips, daffodils and narcissus, the plants flowering over thousands of acres, was pictured Monday night by Jan De Graff, member of De Graff Bros., 300-year-old Holland firm of bulb growers, the largest in the world. But 21 years old, De Graff for five years has represented the company's interests in the United States. He came to Portland hoping to interest in the few small Oregon growers in forming a large company, which would propagate thousands of acres of narcissus and daffodil bulbs.

"We are convinced," Mr. De Graff said, "that Oregon and parts of Washington are the only localities in the United States which are entirely suitable for bulb growing. Within a year's time the industry must be developed or there will be a shortage of bulbs. The federal horticultural board has placed in embargo on narcissus and daffodil bulbs from Europe, effective in 1926. Last year 40,000,000 bulbs of daffodils alone were brought into the United States from Holland. Nearly 20,000 acres would have to be brought under cultivation here to produce that many bulbs.

Persons entering the business must have considerable financial backing," he declared, giving the cost of initial planting as approximately \$10,000 an acre.

The De Graffs are interested in Oregon as a future bulb center partly because of what he termed

the cheapness of the land. "In Holland it is practically impossible to buy land of any kind, even if one pays upwards of \$2000 an acre," he said.

WEALTH AND PROSPERITY FOLLOW TRADE ROUTES

(Continued from page 4)
Washington and Idaho. That means 150,000 50-pound boxes. Do you realize how far reaching that cargo of apples was into our industrial life? The lumber and nails in the boxes helped the saw mills and the lumber jacks, the hardware merchants, the nail mills and the men who handled that iron from the mine to the box. The farmers who grew the apples, the people who gathered and packed them, the merchants and bankers of perhaps fifty towns received an impulse from that load of apples. The big ship also had on board 4,000 tons of wheat, which reflected the same beneficial re-acton on our industrial life as the apples. The vessel was completing its cargo with Oregon lumber. Hundreds of such vessels clear the port of Portland every year and the number is rapidly increasing. A portion of the cargo of the above mentioned ship was unloaded in London, the rest went to Hamburg.

From Salem to the Sea
Salem is in the midst of a territory capable of expanding its productive industries many fold to feed this hungry young giant of world commerce. We have water transportation from Salem to the sea in addition to the steam and electric rail routes and in addition to these, the auto truck transportation on the highways.

The forces of world commerce are gathering on our shores and in the Willamette valley for one of the mightiest efforts it has ever put forth. It now has the tools of the modern western civilization with which to handle its mighty burden. It is no longer limited to the camel train, the caravels of the Mediterranean, the sailing vessels of the mid-Atlantic period. It has at its command the mightiest engines and machinery for transportation and handling its burdens that the world has ever known. The cities which this commerce will build on this coast within the present generation will make the great commercial cities of all other periods look like villages.

Wicks VAPORUB
For All Cold Troubles

THE WAY THEY GROW OUR PRIZE CELERY

Methods Described By Pioneer in the Industry Here and Largest Grower

(The following are excerpts from an article written last year by Roy K. Fukuda, the pioneer of the celery industry here, and the largest grower now and all the time.)

Our showing becomes more creditable when I think of what we had to start with, just mud holes that required much work to make into the wonderful productive place it now is. And just here seems to be our opportunity for development and expansion until we may hope to equal California in the number of cars sent out when we UTILIZED ALL THE GROUND THAT IS ADAPTED TO CELERY. Few growers own land. Most of them lease the land, paying from \$15 to \$25 per acre.

Methods of Growing
Now something as to the method of growing the crop. For early celery we plant the seed in the greenhouse about February 10 and when the plant has attained half an inch in growth it is replanted to the hotbed where it remains until six inches high when it is placed in its permanent bed, which is between April 20 and May 10. The ground has of course been thoroughly worked several times, plowing, harrowing, discing and clod mashing so that there is not a weed or rough place to interfere with the plant which requires extremely delicate handling from start to finish. The plants are placed six inches apart in the rows and the rows are three feet apart thus allowing room for a horse-drawn cultivator, although a vast amount of work is done by a garden hoe and still much other work by hand, and if you have noticed workmen and work-women setting out the plants, stooping over the long rows, or carrying sprinkling pots of water, you perhaps realized that it was not as much fun as a FOURTH OF JULY PICNIC.

Use Much Fertilizer
After growth has started from this last setting out, trenches are made six inches from the hills into which nitrate of soda is placed, at the rate of 200 or 300 pounds per acre, this item costing \$65 per ton. Also we use 20 wagon loads of barnyard manure to the acre, paying from \$3 to \$5 per load to the farmers for it, so that our fertilizer cost is \$150 per acre. Cultivation must of course be continued without an interlude in order to bring the first celery into market by the Fourth of July. Two persons working industriously may care for three acres. The main harvest begins just before Thanksgiving, and ends about New Years.

The Seed From France
Our seed we secure from France and this costs us \$15 per pound, but that is not a considerable item of expense, since one ounce of seed yields 20,000 plants. We set out 25,000 plants to the acre, selecting only the strongest and best so that it may be said that two and one-half ounces of seed are required to plant an acre.

The Bleaching
Bleaching the finished product requires 14 to 21 days and 10,000 feet of lumber to the acre, which costs \$20 a thousand feet. Our fertilizer for the year runs into thousands of dollars, and this is an expense that must be met annually, for however rich the ground celery is a gross feeder, and fertilizer is one thing we cannot economize on.

Paper and Ribbons
Many tons of wrapping paper are used, the product coming from the Salem paper mill, and purchased through the Rodgers Paper company. It also costs money. What to the trade is known as "ribbons," a cotton tape in red and blue indicating the grade, which comes in spools of 1000 yards.

Money for Railroads
A car sent to Omaha, Neb., costs us \$250, while \$75 more is required to ice it, so that the railroads get a lot of money from the industry. But the roads or transportation companies have shown their appreciation of the patronage we gave them. Particularly is this true with the Oregon Electric company, which erected a magnificent warehouse at Quinaby, in size 40x110 feet, and which has a capacity of 15 cars, built especially for us and leased to us for a term of years, and during the shipping season they employ an express and telegraph agent which greatly facilitated our work.

A Good Neighbor
Now, Mr. Editor, I have gone into detail in this matter of celery growing, from the purchase of seed to the time you find the crisp, white stalks on your Thanksgiving table, but it is a big subject, a \$150,000 subject if you please, and bound to grow larger each year. I try to be a good neighbor and friend, and I have no secrets about the work I wish to conceal, thus giving my methods that have proven profitable, and as you can see the work pays money not only to the growers, but to the Salem saw mill, the paper mill, the rib-

bon manufacturers, the fertilizer people, the railroads, the auto truck factories, and not less than 100 workmen employed in our fields, who in turn spend money with the grocer and clothier. It is a great industry, and I shall devote my life to making it bigger and better.

Cooperative Marketing Is Creating Added Interest

The great interest aroused in the cooperative marketing movement by recent utterances of Judge and other prominent men, has resulted in an exceptional demand from chambers of commerce and the meetings of farmers throughout the state for speakers on this subject, according to R. H. Kipp, manager of the marketing department of the Portland Chamber of Commerce.

Among organizations before which Mr. Kipp will appear this week are the following: Tuesday evening at 7:30, general meeting of Lane county prime growers, Eugene; Wednesday afternoon on the subject of "Marketing Dairy Products Under Cooperation;" Friday afternoon on the subject of "The Necessity of Grower Organizations," before the state dairymen's association and a general meeting of the fruit growers at Medford, respectively; and a meeting of the farm bureau at Klamath Falls Saturday noon on the latter subject. Mr. Kipp will also address the annual meeting of the Idaho state horticultural society at Boise January 28 and 29.

COMMUNITY CLUBS ELECT OFFICERS

Annual Meeting and Fine Program Slated for Federation Tonight

The annual meeting and election of officers of the Marion County Community Federation will be held at the Chamber of Commerce at 8 o'clock tonight, with initiation of the two new communities to join the federation, Fruitland and Hayesville. An interesting program, including a discussion of rural dance halls and the child labor amendment. An opportunity will also be given to meet Dr. Walter M. Brown, here in the interest of child health work. A. N. Fulkerson is president and C. A. Reynolds secretary of the federation.

Judge John H. Scott, president of the Marion-Polk county realty association will tell about the proposed soil survey for the county. Representatives of the various communities will be given two minutes each to tell what their community has accomplished in the last year. Those who have been invited to speak are: C. A. Barrows, Stayton; A. F. J. Larky, Marion; Joe Fontaine, Jefferson; J. R. Bidgood, Turner;

Frank Barrett, Sunnyside; Mrs. Claude Stevenson, Liberty; King Bartlett, Salem Heights; H. L. Austin, Woodburn; G. A. Ehlen, Aurora; S. J. Smith, St. Paul; L. C. McShane, Hubbard; L. C. Eastman, Silverton; Joe Bern, Mt. Angel; Willard Stevens, North Howell; Henry Werner, Central Howell; Noble Andrews, Fruitland; Horace Bibby, Labish Center; C. W. Coyne, Monitor; E. T. Pierce, Aumsville; A. Lengren, Hayesville.

Handy synonyms for man: Sucker, goat, target, remains.

SULPHUR IS BEST TO CLEAR SKIN

Any breaking out or skin irritation on face, neck or body is overcome quickest by applying Mentho-Sulphur, says a noted skin specialist. Because of its germ-destroying properties, nothing has ever been found to take the place of this sulphur preparation that instantly brings ease from the itching, burning and irritation.

Mentho-Sulphur heals eczema right up, leaving the skin clear and smooth. It seldom fails to relieve the torment or disfigurement. A little jar of Rowles Mentho-Sulphur may be obtained at any drug store. It is used like cold cream.—Adv.

Ashland Man Is Named on Normal Board of Regents

dent of the state association of securities of chambers of commerce, has been named a member of the board of regents to the Oregon State normal school, at Monmouth, to succeed J. S. Coke, United States district attorney of Portland, who recently resigned. Mr. Fuller's appointment became effective immediately and terminates July 1, 1930.

Appointment of C. M. Graner, of Portland, as a member of the forestry board, United States forest service, to succeed George H. Cecil, also of Portland, was also announced from the governor's office.

Funeral Services are Held For Mrs. Sebo Last Monday

SILVERTON, Ore., Jan. 20.—(Special to The Statesman).—Funeral services were held Monday afternoon from St. John's church for Mrs. O. K. Sebo, who died at her Waldo Hills home Friday afternoon. The funeral was largely attended. Rev. J. Linseth

Quick Starting SHELL GASOLINE

read the services and special music was furnished by the choir and Tom Kaarhus, who sang a solo. Jonas Byberg was at the organ. Interment was made in the Evans Valley cemetery. Pall bearers were Hans Steen, O. Dahl, A. A. Ulvin, M. E. Strand, C. E. Jorgenson, J. Harstadt.

Puzzle: A boy getting \$16 a week is given \$50,000 worth of bonds to carry. Find the boy.

PILES
CURED WITHOUT SURGERY
MY METHOD of creating Files recognized as so successful, is non-surgical. No inconveniences, embarrassments or confinement during treatment. One may come and go about his duties as usual. Relief is apparent from the very first, and I positively GUARANTEE to cure any case of Piles or return the patient's fee.
If you will write to me I will send you my FREE book on Piles and other Rectal and Colon disorders.
CHAS. J. DEAN, M.D., Inc.
PORTLAND OFFICES: SEATTLE OFFICES:
Dr. Dean's Building 608-812 Shady Building
27th Street, S.W. 17th Street, S.W.



When Buying Groceries

it is a great help to have displayed from far and near everything that you might desire. To find them on clean shelves, in a well lighted, sanitary store, makes it easier to select your supplies. To get the best in Service, the highest Quality goods, and the best Prices, and to have them shown to you by a pleasant, courteous salesman, makes shopping a pleasure.

Laundry Supplies	Beverages	Fruits
Crystal White Soap, 6 for.....25c	Instant Postum, large.....42c	Come in and see our fruit display: Oranges, large and small, Sunkist Lemons, Large Florida Grape Fruit, Nice Ripe Bananas, and a nice assortment of the best Oregon Apples.
Fels Naptha Soap, 10 for.....67c	Postum Cereal, 2 for.....45c	Fresh Meats
Citrus Washing Powder, 2 for.....49c	Cocoa, bulk, 2 lbs.....25c	Luxury Pork Sausage, strictly pork and seasoned just right, per lb.....19c
Ivory Soap Flakes, 3 for.....29c	Chocolate, bulk, 2 lbs.....35c	Our famous Special Steak, cut from the best government inspected steers, per lb.....14c
Lux, fine for silks, 2 for.....23c	Hershey's Cocoa, 1/2 lb. tins, 2 for.....35c	Also try one of our juicy U. S. Inspected Swiss Steaks, something different.
Imported German Ball Bluing, half lb. box.....35c	Peaberry Coffee, makes a fine cup, per lb.....45c	
Mrs. Stewart's, best in liquid, 2 for.....35c	Our Blend, a strong coffee, per lb.....39c	
Argo Gloss Starch, 2 for.....27c	Smoked Meats	
Kingsford's Gloss Starch, 2 for.....29c	Loin Backs, firm and lean, per lb.....25c	
Calumet Gloss Starch, 2 for.....21c	Side Bacon, medium weight, per lb.....26c	
Elastic Starch—for ironing.	Cottage Rolls, very little bone, per lb.....24c	
Beans	Picnics, fancy smoked, per lb.....17c	
White Oregon Beans, 6 lbs.. 45c	Bacon Squares, per lb.....16c	
Cheese		
Full Cream Cheese, 2 lbs.....55c		

Special for Friday and Saturday
2 Large Packages White King.....\$1.06
4 Large Bars Toilet Soap......40
All for **\$1.00**
\$1.46 Value

Five Deliveries Daily Covering the Entire City
Daily Deliveries to West Salem and Outlying Districts

Buy from a Store with the ORANGE COLOR FRONT
It's Your Guarantee of Service Plus Quality