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INDUSTRIAL OREGON PRODUCES QUALITY PRODUCTS



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"OREGON QUALITY" products are establishing themselves in world markets; they make our pay rolls they build our cities; they attract new capital and new people; they provide a market for the products of our farms. Oregon farms produce a wider variety of profitable crops of "Oregon Quality" food than any other spot on earth.

Dates of Slogans in Daily Statesman

(In Twice-a-Week Statesman Following Day)

(With a few possible changes)	Sugar Beets, Sorgham, Etc., May 7
Loganberries, October 2	Water Powers, May 14
Prunes, October 9	Irrigation, May 21
Dairying, October 16	Mining, May 28
Flax, October 23	Land, Irrigation, Etc., June 4
Filberts, October 30	Floriculture, June 11
Walnuts, November 6	Hops, Cabbage, Etc., June 18
Strawberries, November 13	Wholesaling and Jobbing, June 25
Apples, November 20	Cucumbers, Etc., July 2
Raspberries, November 27	Hogs, July 9
Mint, December 4	Goats, July 16
Great Cows, Etc., December 11	Schools, Etc., July 23
Blackberries, December 18	Sheep, July 30
Cherries, December 25	National Advertising, August 6
Pears, January 1, 1925	Seeds, Etc., August 13
Gooseberries, January 8	Livestock, August 20
Corn, January 15	Grain and Grain Products, August 27
Celery, January 22	Manufacturing, September 3
Spinach, Etc., January 29	Automotive Industries, September 10
Onions, Etc., February 5	Woodworking, Etc., Sept. 17
Potatoes, Etc., February 12	Paper Mills, Etc., Sept. 24
Bees, February 19	
Poultry and Pet Stock, Feb. 26	
City Beautiful, etc., March 5	
Beans, Etc., March 12	
Paved Highways, March 19	
Head Lettuce, March 26	
Silos, Etc., April 2	
Legumes, April 9	
Asparagus, Etc., April 16	
Grapes, Etc., April 23	
Drug Garden, April 30	

(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.)

SALEM IS BEAUTIFUL, DECLARES THE FLORIST OF THE OREGON STATE HOSPITAL

63 Per Cent of Her Residents Own Their Own Homes, and the Rest Are Appreciative of Beauty—There Is Very General Cooperation in Efforts to Make Salem the City Beautiful in Both Fact and Name—Even the Babies and the Girls and Women of Salem Are Beautiful

Editor Statesman: Salem has many things that conspire to make her City Beautiful. Salem has 63 per cent of her residents owning their own homes, and the other 37 per cent are thrifty enough to know that property which is kept up and beautified will either sell or rent to better advantage. Salem folks grow less potatoes in their parkings, and less cabbages in their front yards, than you will find in most other towns, not because the ground won't produce them but because it is too valuable for other purposes. Salem's service stations, situated on the most prominent corners, are spending considerable money in making their places of business look attractive with paint, shrubbery, and hanging baskets. It's a mighty good advertising for them

as well as the rest of us. Salem has got the habit (and it is catching) of almost universally using plant tub and window boxes to make a home appear homelike. The mild climate of course is responsible in great measure for this custom. Salem property owners when deciding the momentous question "what to plant" on a small plot of ground generally decide on flowers rather than vegetables. Salem gardeners are proficient pruners. Very seldom does one see a winter killed or broken down tree or shrub left to be an eyesore to the neighborhood and discredit to its owner. However there are numerous branches over the sidewalks which are so low that they rake off one's hat. Salem's school boards have cooperated beautifully with the parents in the improvements of the various school grounds. The park board also is deserving of credit for their effort in beautification and care of the various breathing spaces set apart for rest and recreation. The Salem Floral society and the Civic Arts club have had no small part in this achievement also. Salem is proud of its florists and nurserymen, for how much would all this agitation, information and demonstration amount to if it were not for these folks to furnish the material with which to make the city beautiful. Salem may well be proud of her population. Not in quantity alone but in quality as well. Just pause a moment to think how much the bevy of pretty girls and handsome women met with in every part of town enhance the beauty of the city. Most of them wear the smile which won't come off. Take it all in all, we sure have a beautiful city and growing prettier all the time, as the plants and shrubs, the parks and grounds, and the babies and girls get bigger and more numerous. —H. C. BATEHAM. Salem, Oregon, March 3, 1925. (Mr. Bateham is the florist of the Oregon state hospital (Inman asylum), and is an authority in his line.—Ed.)

UPJOHN'S GLADIOLI

"Salem Grown—Nationally Known" Our list to you for a postal or phone call to 1700.

Many of our varieties are rapidly becoming exhausted, some are already. Place your orders now for delivery when you wish. Start planting in April when ground is warm and mellow. Get the bulb hobby — you'll like it.

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Plant them now—Delphinium, Geum, Phlox, Gallardias, Canterbury Bells, Pyrethrum and many others. Strong divisions, wintered outside, 20 cents each, \$2 per dozen.

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Landscape Gardening a Specialty

We have a complete stock of Shrubbery, Plants, Bulbs and Cut Flowers.

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BULB BUSINESS IN SALEM SECTION TAKING ON A SURPRISING IMPETUS

Salem Now Has Three National Advertisers in This Field—Shipments Going to Every State and to Far Countries—Bulb Growing Here Must Be Individual or Family Matter, and Expensive Stock Must Be Grown to Have Success

(By D. H. Upjohn, Gladiolus Grower.) During the past year the bulb business in the Salem section has taken on a surprising impetus. Predictions made a few years ago that Salem would some day become nationally known as a bulb producing center are nearer to fulfillment than many of the prophets themselves know. At least three bulb farms either immediately in Salem or within a few miles of it were nationally advertised this year and doing business on a national basis. These are the Oregon Bulb company, Mr. Lloyd Weeks, of the River road, and our own business, the Upjohn Gladiolus Gardens, operating inside the city limits. Probably Mr. W. C. Franklin of Polk county should also be included in this category. Mr. Franklin has a rapidly increasing acreage of high class tulips and daffodils.

Our own success in our first year of real national advertising has probably been duplicated by the others. Our bulbs already this year have been shipped to buyers in every state in the union, nearly every province in Canada, to the Bermuda Islands, to the Hawaiian Islands and to our banner shipment for distance so far attained—the Philippine Islands. This latter order went to a Spanish business man in Manila, being shipped to his mountain residence in a summer retreat at the extreme northwest corner of the island of Luzon. After reaching the islands they were carried over mountain trails a long distance to reach their destination. The shipment had to be split into four packages to meet postal regulations. This may sound somewhat bombastic relative to a bulb shipment, but for the interest I think may attach to the fact that bulbs which last summer were raised inside of the Salem city limits are now pushing themselves toward a flowering stage in an out of the way recess on this distant island in the Pacific. This fact is merely indicative of the fulfillment of the dream that some day Salem's bulbs will be grown around the world. Our catalogues also, on request, have gone to points in England and in Germany.

A Colony of Enthusiasts Others are interesting themselves in the bulb business. I might mention R. M. Cooley, mail carrier of Silverton. The reason for his interest is manifest in the beautiful little home, with beautiful surrounding, which indicates the innate love of the beautiful on the part of himself and his wife. They have naturally gravitated toward flowers, and his letter head now indicates he is in the business as a sideline. Mr. and Mrs. M. J. Van Valkenberg, also of Silverton, Mr. Van Valkenberg himself a lawyer, are contemplating improving a tract of acreage they own with bulb and flowers on a rather pretentious scale. That lawyers love the beautiful as well as clients is further shown by the fact that Mr. and Mrs. V. A. Goode of Stayton are entering the game to some extent with bulbs and other plants and have constructed a small greenhouse, forerunner of larger developments along that line. Luther J. Chapin, formerly county agent, has had a bulb planting of considerable size for some years. Here in town Mrs. W. W. Rosebraugh, Mrs. W. J. Culver, Mr. and Mrs. E. A. Bennett on the Fairgrounds road, and Mrs. Breckenridge, a neighbor of Mrs. Culver, all have been important factors in developing a deeper interest in bulb growing here on a commercial scale. In short, Salem is building up a colony of enthusiasts.

An Individual Effort It is too much to say that Salem ever will become the bulb center of the universe. But unquestionably the industry will develop here to a much larger extent than anyone believes possible at the present time. And those who have had experience in the business here in Oregon, either in Salem or Portland with whom I have talked, all agree that its success will be mainly depend upon individual effort. Or, to be more explicit, that such a plan as was broached by a visiting Holland bulb raiser recently, is doomed to failure in this valley. His plan was to organize a company and raise tulips and narcissus on an immense scale, starting with 200 or more acres and growing like a mushroom with the wave of a magic wand.

The Personal Equation Those who have had personal experience in growing bulbs in the Willamette valley with whom I have talked do not dispute the young Hollander's knowledge of growing bulbs, but they do dispute the economic soundness of his plan as it relates to this section. Labor conditions, growing conditions, in fact nearly all conditions, especially marketing conditions, are much different here than in Holland. We need merely to call attention to the many tombstones which adorn one seemingly flourishing apple tracts, loganberry tracts, peach tracts, prune tracts, all started in the glow of youth, with great hope and promise. In these tracts, under community management, was sunk the savings of clerks, stenographers, laboring people, as well as some surplus coin of doctors, lawyers, merchant or farmers, who heard the siren call. The community bulb proposition would go the same way, only much quicker, and with no scabby trees or foliage looking vineless poles or ferns, to bear mute, but in-glorious testimony, to the rise and decline of glittering hopes.

The personal equation enters into the bulb business probably more than in any other line of endeavor in this district. A bulb farm must handle scores of different varieties, constantly changing, adding and discarding. Each variety must be correctly labeled and correctly handled through a score of different processes throughout the season. All of this means personal supervision by someone vitally interested. When varieties become mixed, and mis-labeled stock is sold, business begins to wane.

Is So In Holland Every large Holland enterprise is a family enterprise. It may have a corporate name, but it is handled by a family. Boys and girls, uncles and aunts, fathers and mothers, and grandfathers and grandmothers are all personally interested. It is the life of the family. Hollanders engaged in the bulb game, talk, eat, sleep and dream bulbs from one year's end to the other. Every bulb lives and is shipped in a very riot of personal supervision.

Mr. Kunder, one of the best known gladiolus growers in the world, told me a year or two ago when I visited his plantings, that he never would grow in excess of 30 acres of bulbs. "That is all one man can personally supervise," he said. "And I will handle no acreage to which I cannot give personal supervision." And when I was talking to him he was in the midst of personal supervision of everything that was going on among a big crew of men. **Must Raise Expensive Stock** It must be borne in mind that (Continued on page 10)

SEASONABLE EMPLOYMENT IN OREGON IS A MOST IMPORTANT LABOR PROBLEM

Fishing, Berry, Fruit and Hop, Growing Demand Large Armies of Seasonal Workers Through Many Months—Industries Well Organized to Handle the Problem

(By EDWARD T. BARBER) The farms and forests are the chief sources of raw materials for Oregon manufacturing institutions; operators using these materials paying out annually \$88,388 for materials; \$90,277,727 for wages to 26,683 employees and producing finished products to the value of \$149,968,099.

It is claimed by federal officials in position to know the facts, that our forests may be so handled as to not only produce a continual supply but may be made to increase the supply very materially. That our forests may be "farmed" and not "mined."

The fertility of our farms and the adaptability to various forms of diversified agriculture are such that we have scarcely advanced beyond the experimental stage. We have only demonstrated these facts but not developed them. The sky is the limit when it comes to estimating the possibilities of Oregon farms to produce raw materials.

Based upon these facts, it is not unreasonable to believe that Oregon manufacturing industries using the products of the forests and farms have also this unlimited possibility of a prosperous future of a size to correspond with the availability of supplies.

The figures at the head of this article, taken from the biennial report of the state department of labor, indicate the already strong tendency in this direction.

The employment furnished by these industries is fairly steady and well distributed throughout the year. The number of persons employed in the manufacturing end of the business, and the wages paid, are but a very small fraction of the number necessary to produce the raw materials.

In the forests the employment is fairly regular, fluctuating with the market demands for the finished products. The farm employment is seasonal, but the adaptability of Oregon agriculture to a wide variety of products starts the season early and each succeeding crop follows the other so closely as to make even the seasonal employment period cover several months.

Fishing, berry, fruit and hop growing furnish the chief sources of seasonal employment.

All of these lines are well organized for providing workers at the proper time. The Columbia river is the largest and most valuable salmon fishing river in the world. Many thousands of persons are employed during the season on the Columbia and adjacent waters. Portland is the outfitting point for a larger number of the Alaskan fisheries and thousands of persons are engaged and shipped from there to those fields. The Oregon state department of labor cooperates with the Association of Pacific Fishermen to eliminate as far as possible any unsatisfactory labor conditions connected with these Alaskan fisheries.

Fishing conditions in the home waters are well regulated by Oregon laws through a fish commission. The berry, fruit and hop farms furnish employment at good wages for a vast army of workers from early in the season until late in the fall. Working conditions on these farms are made as pleasant as possible. In many instances en-

tire families go to the farms for the season. Camp grounds are supplied with the most sanitary conveniences, schools are maintained in many of these grounds, for the smaller children, nurseries for the babies. Some of the farms even have dance halls and picture shows for the entertainment of the workers. It is not unusual for groups of college and university girls to be found spending their vacations on these farms earning money for their next winter's schooling.

CLOVERDALE

Mrs. Fred Schufferer's father and mother, Mr. and Mrs. Maden of Portland, will arrive here at noon today to visit for a few days. W. H. Wilson is working in Salem this week. Mr. and Mrs. J. Cooke moved back to the ranch Monday after spending the winter in Salem. Mr. and Mrs. Schampierre are shopping in Salem today. Mrs. Anna Kunke visited Salem Tuesday on business. Miss G. Spicer attended the teachers' local institute in Jefferson Saturday. Mr. and Mrs. W. Butsky spent Saturday in Salem. Mrs. M. Fillet entertained for the WCTU Wednesday. Everett Wood of Salem is helping his father on the ranch the past few days. Here it is, weeks after the first of the year and some of the movie stars using their 1924 marriage licenses.

Beginning about January 1, 1925, The Statesman will supplement its slogan articles on this page with a series of stories of Industrial Oregon from the pen of Mr. Edward T. Barber who is one of the most accomplished writers along these lines in the Pacific Northwest. Mr. Barber is a painstaking and careful investigator. His articles will be based upon the most reliable information obtainable and written from a constructive optimistic viewpoint. The following subjects will be included in these articles:

- The Willamette Valley.—Its Physical, Historical, Geographical and General Features.
- Lumbering and Forest Products.
- Manufacturing Industries and Opportunities.
- Market at Home and Abroad.
- Fruit Growing—Conditions and Opportunities.
- Commercial Nut Growing.
- Poultry and Its Opportunities.
- General Agricultural Conditions and Opportunities.
- Labor Conditions.
- Irrigation.
- Educational and Religious Resources.
- Tourist Trails and Scenic Attractions.
- Taxation and Financial Conditions.
- General Living Conditions.
- Dairying, Milk, and Milk Products.
- Mineral Resources.
- Commerce.
- Hydro-Electric Development and Possibilities.

THE MAGIC OF OREGON RESOURCES AROUSE THE GENI OF INDUSTRY

Oregon Raw Materials Supply Basis of Industries Which Have Attracted Millions of Capital and Thousands of Workers—Development in Its Infancy

(By EDWARD T. BARBER) Oregon is justly proud of the industrial development within her borders which has taken place in a comparatively short space of time. It is the industrial position she has already attained, together with a knowledge of the fabulously rich fields of undeveloped resources that form the foundation of her belief in a magnificent future. The last biennial report of the state bureau of labor reports that on September 30, 1922, there were 3735 industrial plants operating in Oregon subject to the inspection laws. These figures do not include the many hundred small plants not subject to the state inspection laws by reason of their operating on too small a scale.

Sept. 30, 1924, there were 4739 plants subject to the inspection laws and 358, not so subject. This is a total of 5097. This is an increase in the two years of 1372, notwithstanding that during this period 63 plants were destroyed by fire and 734 plants discontinued business for various reasons. The importance of these various industries is indicated by the reports of a few of the leading ones:

Wood and wood products plants represent a capital of \$83,402,246. Their annual output is valued at \$86,258,744. They employed 20,984 men and 598 women. The total wages paid was \$23,833,336. Food products stand next to wood products in importance with a capital investment of \$28,964,811. Value of output \$65,709,335. They employed 986 men and 4,204 women. Total wages paid \$6,444,391. Textiles, clothing and furnishings represent a capital of \$5,420,590, with an output of \$7,547,763. They employed 849 men and 1,245 women who received in wages \$2,130,033. Metal products represent a capital investment of \$7,916,928, with a total output valued at \$12,336,008. They employed 3,586 men and 107 women. Total wages paid out \$5,180,779.

Those engaged in the manufacture of clay and stone products have invested \$3,734,967. Their output was valued at \$1,042,863. They employed 375 men and 9 women paying in wages \$382,193. Other industries represent a capital of \$41,295,959, having a total output of \$17,879,884. They employ 2,660 men and 254 women. Pay in wages \$3,584,613.

From the above it will be seen that the productive industries of Oregon have a capitalization of \$174,735,511. Their total annual output of finished products is the handsome sum of \$188,773,611. The number of men employed in producing this result was 29,640. They were assisted by 6,318 women. There was paid in wages the sum of \$41,556,345. During the year these industries paid for raw materials \$108,177,224. It is worth while to notice that the largest amount paid for raw materials in one line was \$45,959,596 by the manufacturers of food products. With a small exception this vast sum was paid to Oregon farmers for their fruits, berries, grain, livestock and dairy products. The wood working plants came next with \$42,930,792 for raw materials. Oregon forests supplied the most of this material. Oregon is putting forth a united and energetic effort to develop her industrial plants on a much (Continued on page 12)

CITY BEAUTIFUL

Remember when making your plans for spring planting that we will have a large planting of the choicest bedding plants. Also plants for your window

Boxes and Hanging Baskets In Season

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