

OREGON
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Associated Industries, of Oregon.INDUSTRIAL OREGON
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PRODUCTSOREGON
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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, Sorghum, Etc., Loganberries, October 2 Pears, October 9 Dairying, October 16 Flax, October 23 Pillberries, October 30 Walnuts, November 6 Strawberries, November 13 Apples, November 20 Raspberries, November 27 Mint, December 4 Great Cows, Etc., December 11 Blackberries, December 18 Cherries, December 25 Pears, January 1, 1926 Gooseberries, January 8 Corn, January 15 Celery, January 22 Spinach, Etc., January 29 Onions, Etc., February 5 Potatoes, Etc., February 12 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	Water Powers, May 14 Irrigation, May 21 Mining, May 28 Land, Irrigation, Etc., June 4 Floriculture, June 11 Hops, Cabbage, Etc., June 18 Wholesaling and Jobbing, June 25 Cucumbers, Etc., July 2 Hogs, July 9 Goats, July 16 Schools, Etc., July 23 Sheep, July 30 National Advertising, August 6 Seeds, Etc., August 13 Livestock, August 20 Grain and Grain Products, August 27 Automotive Industries, September 3 Manufacturing, September 10 Woodworking, Etc., Sept. 17 Paper Mills, Sept. 24 (Back copies of the Thursday edition of The Daily Oregon Statesman are on hand. They are for sale at 10 cents each, mailed to any address. Current copies 5c.)
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HANDLING HONEY BEES IS AN EASY
MATTER IF YOU CONTROL YOUR NERVES

Some Advice in This Field by One of the Best Bee Authorities in the United States—Some Bee Notions Are Exploded by Mr. Williams

Most every day the question is asked, shall we not receive those merciless stings, or be introduced to what is called the "business end of the bee"? Perhaps there is no more causeless, or more common-dread in existence, than this of bees' stings. When bees are gathering they will never sting unless provoked. When at the hives they will rarely make an attack. The common belief, too, that some persons are more liable to attack than others, is, I think, put too strong. With the judgment of fourteen years experience, handling bees, I think I may safely say, that one is almost always as liable to attack as another, except that he is more quiet, or does not greet the usually amiable passer-by with those terrific thrusts which would vanquish even a practiced pugilist. Occasionally a person may have a peculiar odor about his person that angers the bees and invites their darting stings, with drawn swords, venom tipped. Yet, though I handle my bees at frequent intervals, each season, I still await the first proof of the fact, that one person is more liable to be stung than another, providing each carries himself with that composed and dignified bearing that is so pleasing to the bees. Some people who are filled with dread and the belief that the bees will regard them with special hate and malice, are so ready for battle that they commence the strife with nervous headshakes and beating the air, and thus force the bees to battle. I believe that only such are regarded with special aversion by the bees. Hence I believe that no one need be stung by the bees.

Bees should never be jarred nor irritated by quick motions. Those with nervous temperament—and I plead very guilty on this point—need not give up, but at first better protect their faces, and perhaps even their hands, till time and experience show them that fear is vain; then they will divest themselves of all such useless encumbrances. Bees are more cross when they are not gathering honey, and at such times black bees and hybrids, especially, are so irritable that even the experienced bee-keeper will wish a veil.

Making a Bee Veil
A good bee veil may be made of black tatarian cloth, sewed up like a bag a half yard long, without top or bottom, and with a diameter of the rim of a common straw hat. Gather the top with braid, so that it will just slip over the crown of the hat—else sew it to the edge of the rim of some cheap, cool hat, in fact I prefer this style—and gather the bottom with rubber cord or rubber tape, so that it may be drawn over the hat rim, and then over the head, as you adjust the hat.

Some prefer to dispense with the rubber cord at the bottom and have the veil long so that it may be gathered in by the coat or dress. If the black tatarian troubles by coloring the shirt or collar, the lower part may be made of white netting. When in use the rubber cord draws the lower part close about the neck, or the lower

part tucks within the coat or vest and you are safe. This kind of a veil is cool, does not hinder vision at all, and can be made by any woman at a cost less than fifty cents. Common buckskin gloves can be used, as it will scarcely pay you to get special gloves for the purpose, for the most timid person—I speak from experience—will soon consider gloves an unnecessary nuisance.

In harvest seasons, the bees can almost always be handled without their showing resentment. But at other times, and when they object to necessary familiarity, you have only to cause them to fill with honey to render them harmless, unless you pinch or otherwise hurt them. This can be done by closing the hive so that the bees cannot get out, and then rapping on the hive for four or five minutes. Those within will fill with honey, those without will be tamed by surprise, and all will be quiet. Sprinkling the bees with sweetened water will also tend to render them amiable, and will make them more ready to unite, to receive a queen, and less apt to sting. Still another method, more convenient, is to smoke the bees. A little smoke blown among the bees will scarcely ever fail to quiet them, though I have known black bees, in autumn, to be very slow to yield. Dry cotton cloth, closely wound and sewed or tied, or better, pieces of dry, rotten wood are excellent for the purpose of smoking. These are easily handled and will burn for a long time.

Smoking the Bees
Best of all, however, is a bellows smoker. Cloth or rotten wood can be burned in the smoker, and will remain burning for a long time. The smoke can be directed at pleasure, the bellows easily worked, and the smoker used without any disagreeable effects or danger of fire.

To smoke the bees, approach the hive, blow a little smoke in at the entrance, then open from above and blow smoke in as is required. If at any time the bees seem irritable, a few puffs from the smoker will subdue them. Thus, any person may handle their bees with perfect freedom and safety. If at any time the fire chamber and escape pipe become filled with soot, they can easily be cleaned by revolving an iron or hardwood stick inside of them.

It is often stated, by bee-keepers, that sweaty people are obnoxious to the bees, and hence, are almost sure targets for their barbed arrows. In warm weather I perspire most freely, yet am scarcely ever stung, since I have learned to control my nerves. Several years ago I kept my bees in my front yard—they looked beautiful on the green lawn—within two rods of a main thoroughfare, and not infrequently let my horse, covered with sweat upon my return from a drive, crop the grass, while cooling off, right in the same yard. Of course there was some danger, but my horse never did get a sting. Why then the theory? May not the more frequent stings be consequent upon the warm, nervous condition of the animal or person? The man is more ready to strike or jerk, the animal to stamp and swish. The switching of an animal's tail will anger even a good natured bee. I believe the quick motions are more to be dreaded than the sweat, though it may be true that there is a peculiarity in the odor from the perspiration of some persons, that angers the bees and provokes the use of their terrible weapons.

EDWARD A. WILLIAMS.
Browning, Mo., August 25, 1925.
(Mr. Browning, the writer of the above, is one of the best authorities on bees and bee keeping in the United States. The Salem district must have more honey bees, for pollinating the fruit blooms. Besides, this is the best bee country in the world, with provision for late bee pasture, which can be made.—Ed.)

SALEM CANNERIES
ARE BUSY PLACES

They Are Working as Many
People This Week as Last
Week, Perhaps More

The six Salem canneries are as busy this week as last, and employing as many people, perhaps more. The number is over 2000, of whom at least 1500 are women and girls.

We really have seven canneries in Salem now, because the Oregon Packing company has a new special cannery for beans and squashes, besides a cucumber salting and pickle factory, in what was the biggest hop warehouse on the coast, across from the Southern Pacific passenger depot.

The Hunt cannery is working on pears and evergreen blackberries, and had a few prunes going through for the first time yesterday. Will have a full supply of prunes, beginning today. They are full handed, and they expect the evergreen blackberry supply to last over a month yet.

The Oregon Packing company is working full handed on pears and blackberries at its first cannery, not having commenced yet on prunes. At its second cannery, the beans are coming in faster than heretofore, and cucumbers for salting and pickling are also coming in good supply.

The Starr cannery is full handed, on evergreens and prunes. This is the only Salem cannery that is not using pears.

The Producers Canning & Packing company is beginning today on prunes in full supply.

The Pacific Canning and Packing company, West Salem, is making a bigger pack, with a larger force, than last week. They are working on pears, evergreens and prunes.

A MILLION DOLLARS A MONTH ON
THE PAYROLLS OF SALEM CONCERNS

This Is Thought to Be a Conservative Estimate, the Industrial Payrolls Making Up Nearly Half of the Whole—Best Showing for a City of Salem's Size in the Whole Northwest for Volume of Money Paid to Wage Earners

As a payroll city, Salem shines. She will shine more, as the industrial development now on gets under better headway. This city already stands preeminent in the Pacific northwest, for a city of her size, according to those who have made a careful study of industrial conditions surrounding cities of 20,000 to 25,000 people. The metropolitan district of Salem, that is, Salem and its suburbs, now contains not far from 25,000 people. The population of the city proper is now about 23,000.

The industrial payroll of the city approximates \$5,500,000, with capital investments of around \$10,000,000, and output of around \$25,000,000 annually. There have been large additions the past year to paper mill capital, output and payroll, and the same is true as to the canneries, the automotive industries, and throughout almost the whole list under the heading of industrial establishments.

The trade payroll of the city is estimated at \$2,750,000 annually; that is, the amount paid out in wages by the various retail establishments throughout the city; and including a growing amount of wages paid out by the wholesale houses and jobbers of Salem.

The state payroll is about \$1,500,000 annually. It runs around \$125,000 a month. There can be added to this at least \$500,000 for the Salem United States Indian school, the Salem school district, the city of Salem, the county of Marion, Willamette university, and the various other branches of the public service, and the other educational institutions.

In addition to these payrolls, there is the vast amount paid out annually from fruit tracts within the trading area of Salem, estimated at about \$1,500,000. This farm payroll begins with the gooseberry and strawberry picking, and continues till into the rains of winter, when the last of the apples and pears are harvested. It reaches its height in the hop picking season, which is now on, when thousands of people come within the trading area of Salem, where may be found nearly all of the hop acreage of the state—and Oregon is the greatest of the hop growing states in point of acreage and production; and overlapping hop picking and drying comes prune picking and drying. There is work on the fruit and nut farms all the year through; and on the dairy and stock farms—for we have seed time and harvest every month, and every day in the year.

With all these payrolls, it is estimated that more than \$12,000,000 is paid out annually within Salem and within the area that does practically all its trading in Salem.

It Is Conservative
The Slogan editor believes the estimate of a million dollars a month as the average of the payrolls for Salem is conservative; probably too conservative. A special edition man got out for the Capital Journal of this city five years ago an industrial edition. He came again this year and reported. This was only a few weeks ago. He estimated the industrial payroll of Salem at \$5,500,000 annually. That is \$5,000,000 higher than the Slogan man has given it in the above. That is a lot of difference.

The same special edition man said that of the 23,000 people of Salem proper, 15,913 of them are supported by our home industries; and 7082 by all other lines; and he said that when we have 15,000 industrial workers here, we will have 100,000 population.

We are going towards the 15,000 mark at a good pace now. Most of our industrial institutions are comparatively new, and we are constantly getting new ones, and additions to old ones. In the past year a number of new factories have been added. The machinery for Salem's first linen mill is already beginning to run, and another linen mill is being organized and will be in operation next year. The Western Paper Converting Co., to manufacture

many kinds of boxes and packages and specialties from paper, has its buildings under construction. This concern will employ 100 people to begin with, and many times that number in due course. The Salem district takes about a third of all the cans used in the Pacific northwest for fruits and vegetables; takes about 20,000,000 out of the total of 60,000,000 cans. One Salem cannery, in one day, this season, put up 168,000 cans of fruit. Our city is just getting its stride as a manufacturing city. There are many big things in this line in the offing.

Manufacturers Gregarious
Manufacturers are gregarious. One thing brings another; perhaps many others. The operation of the two first linen mills in Salem will no doubt bring several specialty mills, as soon as these first ones can spin a surplus of yarns of the kinds needed in specialty mills. All the factories make work for foundries and machine shops, and for box and other specialty factories.

Salem's industrial growth seemed slow for a long time; was slow. But it seems fast now, and will without doubt be faster and faster from this time on.

In due time, we will have a million people employed, directly and indirectly, by our flax and linen industries alone.

The following is a list of industries in Salem, collected and corrected up to date by a Statesman reporter; and it should be explained that some manufacturing concerns have no doubt been overlooked, for there was no way to secure the list excepting by patient and wide inquiry, there being no association of manufacturers here, and no other source of information excepting this same patient inquiry by the reporter:

Automobile Electrical Works
R. D. Barton.
E. H. Burrell.
Farris & Powers.
Joe Williams.
Red Arrow Battery Co.
Automobile Repair Shops
Bonesteel Motor Co.
Ray Clark.
Marion Automobile Co.
Oscar B. Glingrich.
Otto J. Wilson.
Valley Motor Co.
Salem Auto Co.
The Motor Shop.
California Garage.
Otto Huff.
Mike Pank.
Arrow Garage.
Cherry City.
H. E. Clark.
Alvy Davis.
F. W. Pettyjohn Co.
Fairgrounds Garage.
E. Kroepflin.
Kirkwood Motor Co.
Newton-Chevrolet Co.
Salem Automotive Service.
Walsh & Brodhead.
Medler & Lebeugood Garage.
North Highway Garage.
A. C. Haag.
Skipper & Vincent.
Starr & Whittemore.
Bailey Bros.
Perry Street Garage.
Frohman Garage.
Clark & Vincent.
Wolgamott & Ostrander.
C. H. Cameron.
Reliance Auto Painting Co.
F. W. Bliss.
Vick Bros.
A. V. White.
O. J. Hull Auto Top and Paint Co.
Fred M. Powell Motor Cars.
Barrett Bros. Garage.
Auto Radiator Repairing.
J. C. Bair.
Automobile Wrecking
Salem Auto Wrecking Co.
Scholar Auto Wrecking Co.
Auto Top Manufacturers
W. R. & J. H. McAlvin.
O. J. Hull, Auto Top and Paint Co.
F. W. Bliss.
Woods Top Shop.
Art Craft
Gilbert Studio and Art Craft Shop.
Bakeries
Bakerite Sanitary Bakery.
Cherry City Baking Co.
Peerless Bakery.
Salem Baking Co.
Mistland Bakery.
Model Bakery.

Bedding
Capital City Bedding Co.
Bicycle Repair Shops
A. H. Moore.
Lloyd E. Ramsden.
Harry W. Scott.
Box Factory
Spaulding Logging Co.
Bicycle Repairs
Earl D. Hutchinson.
Lloyd E. Ramsden.
Harry W. Scott.
Book Binderies
Rodgers Paper Co.
Bottling Works
Star Bottling Works.
Gideon Stolz Co.
Box Factories
Spaulding Logging Co.
Button Factory
Greglow's Button Factory.
Candy Manufacturers
Gray Belle.
The Spa.
Hill Candy Factory.
Davies Shook.
Canneries
Producers Cooperative Packing Co.
Hunt Bros. Co.
Oregon Packing Co.
Northwest Canning Co.
Starr Fruit Products Co.
Pacific Fruit Canning & Packing Co.
Oregon Packing Co., separate bean and squash cannery.
Canning Machinery
C. J. Pugh & Co.
Carriage Repairing
P. J. Larsen.
Ira Jorgensen.
Chemists, Manufacturing
Dan J. Fry.
Concrete Brick Manufacturing
Oregon Gravel Co.
Salem Brick & Tile Co.
Cheese Makers
Salem Sanitary Milk Co.
Marion Creamery and Produce Co.
Cider Manufacturers
Commercial Cider Works.
Gideon Stolz Co.
Cigar Manufacturing
Henderson Cigar Factory.
Coffee Roasting
Wm. Gahlsdorf.
C. M. Eppley Co.
Cleaners and Dyers
City Cleaning Works.
D. H. Mosher.
Scotch Woolen Mills.
Salem Woolen Mills Store.
Salem Cleaners and Dyers.
Swiss Cleaning and Dye Works.
John Sundin.
M. A. Estes.
Frank Palm.
Standard Cleaners and Dyers.
Cherry City Cleaners.
McDonald Cleaners.
Creameries
Capital City Cooperative Creamery.
Fairmount Dairy.
Marion Creamery & Produce Co.
Salem Sanitary Milk Co.
Meadowland Dairy.
Otto J. Busch.
Electric Work
Electric Fixture & Supply Co.
Fluener Electric Co.
Hall's Electric Shop.
Leo H. Johnson & Co.
C. M. Lockwood.
Salem Electric Co.
Welch Electric Co.
Electric Motor Work
Todd Electric Co.
P. G. Stapan.
Electric (Gas and Power) Plants
Portland Electric Power Co.
Engravers
Salem Engraving Co.
Feed Mills
Archer Implement Co.
South Salem Feed Mills.
Cherry City Flouring Mills.
D. A. White & Sons.
Paul Traglio.
E. T. Barkus & Son.
Fence Works
Salem Fence and Store Works.
Flax Products Manufacturers
State Flax Industry.
Miles Linen Company.
Oregon Linens (Inc.) now being organized.
Foundries
Salem Iron Works.
W. W. Rosebraugh.
Salem Mfg. Co.
Fruit Packers
Draser Fruit Co.
Producers Cooperative Packing Co.
California Grace Fruit Co.
Northwest Fruit Union.
Willamette Valley Prune Assn. (part of the year.)
Pearcy & Blehn.
Denny & Co.
Northwest Canning Co.
Fruit Products Manufacturers.
Commercial Cider Works.
The Phes Co.
H. S. Gile & Co.
Fruit Dryers
Producers Co-operative Packing Co.

DID YOU KNOW That Salem is a payroll city; that Salem is a manufacturing center, and is bound to become one of the big manufacturing cities of the country; that Salem is on the way towards becoming the Belfast of the United States, around which will grow a flax and hemp manufacturing industry that will bring to us annually \$100,000,000; that there are vast undeveloped water powers within easy reach of Salem and that may be developed cheaply, speaking comparatively; that Salem is near enough to all the great water power projects of Oregon and a part of Washington to make them available for her share of what she may ultimately need of their hydroelectric energy; that this is one of the most promising fields in the United States for hydroelectric development, for the profitable investment of capital; that Salem now pays her wage earners at least \$12,000,000 a year and is increasing her wage rolls very fast; and that in this respect she makes a better showing than any city of her size on the Pacific coast?

OUR BOOMING POULTRY INDUSTRY IS
ATTRACTING NATION WIDE ATTENTION

Oregon Has Secured the 1926 Convention of the American Poultry Association—California Poultrymen and Those From Other States Are Coming to the Salem District

From the national convention of the American Poultry Association at Des Moines, Iowa, comes the interesting news that Portland, Oregon, was chosen as the convention city for 1926; the Oregon metropolis being the choice of the delegates over the three large cities mentioned for convention honors. This is sure to cause renewed interest in the already rapidly developing poultry industry in this state. This advancement is due primarily to the excellent market for poultry products created through the successful operation of the Pacific Cooperative Poultry Producers' association of Portland, a state poultrymen's cooperative organization that is functioning most successfully under the efficient management of Mr. Dixon, and a business like board of directors. This association solves the troublesome market problem for all of its members, which comprise a large per cent of the Oregon commercial poultrymen, as their eggs are all shipped direct to the Portland candling, packing and shipping plant of the association where they are marketed to the very best advantage and top market prices are received for this product.

Ideal Conditions Here
Another great factor in the growth and development of the poultry industry in the Willamette valley in particular, is the ideal conditions for poultry raising—comparatively cheap lands, mild climate, green feed the year round, and home grown grain supply for feed. California, as well as scores of midwest poultrymen, are beginning to realize these advantages and avail themselves of the opportunity to establish poultry ranch homes in western Oregon. The Salem district in particular affords wonderful opportunities for industrious and experienced poultrymen, and this fact has resulted in the establishment during the past two years of several hatcheries, one of 47,000 egg capacity, near this city. Several California poultrymen have closed out their holdings in that state and are establishing poultry plants in or near Salem, and the latest acquisition is a Mr. Van Voorhis of Texas, who will establish a modern poultry plant near this city. Many of our home people have also been brought to a realization that the poultry industry affords a quick and safe return for the money invested in it and are going into business on a more or less extensive scale. At the present rate of development, the poultry industry in the Salem district will soon assume proportions not far behind the fruit, berry, vegetable and other thriving and profitable agricultural industries of this favored Salem district.

Many dryers in suburbs, and near Salem.
Furnace Manufacturers
W. W. Rosebraugh & Co.
Nelson Bros.
F. H. Berger.
A. L. Frazer.
Furriers
West Fur Co.
Angora Rug Co.
C. Jepson.
Glove Manufacturers
Gleason Glove Factory.
Harness and Saddles
F. E. Shaffer.
Hop Baskets
Salem Fence Works.
Ice Manufacturers
Salem Ice Co.
Capitol Ice and Cold Storage Co.
City Ice Works.
Ice Cream Manufacturers
The Spa.
Buttercup Ice Cream Co.
Jewelry Manufacturers
Pomeroy & Keene.
Hartman Bros.
H. T. Love.
Burnett Bros.
Chas. A. Luthy.
Juice Manufacturers
Northwest Fruit Products Co.
Commercial Cider Works.
Land Plaster Drill
W. W. Beardsley.
Laundries
Capital City Laundry.
Salem Laundry Co.
Chinese Laundry.
Japanese Laundry.
Yale Electric Laundry.
Home Wet Wash Laundry.
Eagle Damp Wash.
Jap Home Laundry.
Machine Shops
Iowa Machine Co.
John Maurer.
E. M. Kightlinger.
Salem Iron Works.
W. W. Rosebraugh.
Wechter & Smith.
Donerite.
Ira Jorgensen.
Margarine Manufacturers
Starr Fruit Products Co.
Meat Packers
Valley Packing Co.
Annis D. Wait.

Marble & Granite Works
Capital Monument Works.
Blaessing Granite Co.
Motorcycle Repair Shops
Harry W. Scott.
Optometrists Manufacturing
Dr. C. B. O'Neill.
Bow Optical Co.
Staples Optical Co.
Morris Optical Co.
Pomeroy & Keene.
Dr. M. P. Mendelsohn.
Paper Manufacturers
Oregon Pulp & Paper Co.
Photographers
J. O. Brown.
T. J. Cronise.
Gunsell & Robb.
Kennell-Elliott Portrait Studios.
Photo-Craft Studios.
Trover Studio.
Pickle Factory
Oregon Packing Co.
Planing Mills
A. M. Hansen.
Spaulding Logging Co.
Plumbers
Theo. M. Barr.
Nelson Bros.
Grabner Bros.
Rasmussen, Armprist & Pratt.
J. B. Nathanman.
Lewis Ashliman.
Otto Muehlaupt.
Printers: Job Work
Commercial Printing Co.
Salem Printing Co.
N. D. Elliott.
Moore & Co.
Rowland Printing Co.
State Printing Department.
Statesman Pub. Co.
Edward Stewart, trade linotyping.
The J. J. Krape Co., school book publishers.
Bertelson & McShane.
Publishers
Statesman Pub. Co.
The Capital Journal.
Murray-Wade.
Gray & White Pub. Co.
E. Hofer & Sons.
Rubber Stamp Manufacturers.
Atlas Book & Stationery Co.

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