

SALEM DISTRICT INDUSTRIES

The Statesman will publish and award a prize each week for the best essay submitted by a grade school pupil on the industries scheduled on this page.

SIXTH CONSECUTIVE YEAR
THE DAILY STATESMAN dedicates one full page each week in the interests of one of the fifty-two basic industries of the Salem district. Letters and articles from boosters are solicited. This is your page. Help boost Salem.

For instance: Salem district has two counties growing the sacred myrtle—the only place it grows on this continent. What unique fact do you know about the district? Address articles to Slogan Editor, care Statesman.

SOME LIGHT ON THE HOP SITUATION BY U. S. DEPARTMENT OF AGRICULTURE

Prof. Hyslop of the Oregon Agricultural College furnishes information that is of interest to every one in any way concerned with the hop industry here—"The Situation on the Whole Does Not Seem to Warrant Expansion of the Industry at This Time"

By G. R. HYSLOP, Agronomist, Oregon Experiment Station

For many years Oregon has been one of the leading hop-growing states of the country, and the crop has entered to a considerable extent into the export business of the United States. The hop crop appeals very strongly to farmers who have been in the habit of growing it, and the acreage has varied quite materially with the periods of good and poor prices. At times when the price has been good and hop farmers have been prosperous, there has been an over-stimulation of the industry and, on the other hand, many people have dropped out of the growing of the crop when the conditions have been rather unsatisfactory.

Probably the biggest shrinkage in acreage took place immediately after the passage of the prohibition laws in the United States that restricted the brewing of beer. However, the acreage in Oregon has increased since that time, and there has been a large volume of export business. Sometimes production has been on an exceedingly narrow margin, but during current season yields and prices are such as to have made good many hop growers rather optimistic. Because of the fact that the expenses of becoming established in the hop industry are very great before the yards become productive, folks undertaking it should know the facts in advance.

HOPS: World Production, 1924 and 1925

Country	1924 1000 pounds	1925 Preliminary 1000 pounds
United States	25,333	24,801
England	49,840	39,760
Czechoslovakia	21,970	15,132
Belgium	5,478	2,384 to 3,096
France	11,187	6,720 to 7,594
Germany	12,418	14,326 to 14,974
Austria	80	137 to 974
Hungary	106	78 to 90
Yugo-Slavia	4,820	4,236 to 4,368
Russia	2,220	190 to 224
Poland	3,240	2,240 to 2,684
Australia and New Zealand	137,127	2,423
Total above countries	112,794	116,001
Total all countries reporting 1924	157,940	

The official figure as quoted here is considerably lower than the estimate of 17,000,000 pounds for the 1924 crop made by the official source quoted for the 1925 estimates. This total does not include Russia. According to an unofficial estimate the 1925 crop will probably amount to 148,000,000 pounds. No estimate is available for 1924.

In view of the general tendency among people not established in the business to increase the acreage materially after seasons of reasonable prosperity, the following data are presented. These would tend to indicate that the expansion of the hop acreage in Oregon is rather unwarranted at this time, in view of the British hop situation. It would appear that the 1925 prices, which are rather good, are the result of a substantial decline in production, and that with better conditions in other of the hop-producing countries that the yield may be substantially increased without substantially increasing the acreage.

Since Great Britain utilizes a considerable number of Oregon hops, the tariff that they have imposed, together with the preferential tariff that Canada enjoys may make some difference in the price of hops in the United States. We have usually been able to undersell Canada in this business, but with a tariff as high as is indicated in the statistics that followed, it would appear to be a serious factor. It is noted that the British hop farmers are organizing a cooperative association of some sort, but there are not sufficient data available to indicate whether it will be any more of a factor in the marketing situation than many of the ones with which we have had experience in the United States.

The material below is quoted from "Foreign Crops and Markets" put out by the United States Department of Agriculture. It is the best data I have seen for a long time. It revises data of October and brings it up to date:

SUMMARY
 The world's hop crop this year is probably between 16 and 17% smaller than the good crop of 1924, according to reports received in the Department of Agriculture up to October 26. These reports include estimates for all countries normally reporting, except Canada. Most of the decrease is accounted for by the reduction in the English crop from the record yield of nearly 50,000,000 pounds of last year, to one of 39,760,000 pounds this year. Czechoslovakia and France are the only other important producers to report large decreases. The crop in continental Europe this year is estimated to be between 17 and 21% below that of 1924. The United States crop is

ing on Pacific Coast hops, are responsible for imports in spite of the tariff. An important factor in the situation, is the proportion of foreign and domestic hops used by British brewers. Before the hop control went into effect, British growers were using about one-third imported hops and two-thirds domestic hops, according to Mr. Foley. During the control, in effect for the past eight years, the proportion was dropped to about one-sixth foreign hops and about five-sixths domestic hops. It is expected in many quarters that brewers will now return to the pre-war proportion of one-third imported hops and two-thirds domestic, at least until the stocks of foreign hops are absorbed. Whether brewers will return to these proportions permanently remains to be seen, but with hops still being imported, there is some ground for hope in this direction.

The hop situation is considered quite favorable from the standpoint of English growers. The duty now in effect appears to be generally satisfactory, and over 90% of the British hop acreage is now controlled by a recently formed growers cooperative association, which is expected to do much in the way of stabilizing the industry by the control which it proposes to exert over the marketing of the crop. The organization

will attempt only, it is said, to secure a fair and reasonable profit for growers of an average crop. Present information is to the effect that no attempt will be made either to increase or decrease acreage.

While it is still too early to judge the permanent effect of the tariff or the success of British hop growers, it is of interest to note that some European trade reports indicate a belief that the British tariff will be practically prohibitive to the importation of American hops. In forming an opinion as to the long range effect of the tariff, it is necessary, however, to take into consideration British production and consumption of hops. In the 10 years, 1905 to 1914 inclusive, the United Kingdom produced an average of about 42,000,000 pounds of hops during the same years averaged about 18,500,000 pounds. Consumption therefore, was over 60,000,000 pounds.

Consumption during the year ended March 31, 1925 is estimated at approximately 47,000,000 lbs., or about 5,000,000 greater than the pre-war average production. Production during the past five years, including the bumper crop of 1924, has averaged about 35,000,000 pounds or 12,000,000 less than the present requirements. The indications are, therefore, that the present British acreage would have to be increased from 35 to 50% to reach a status where it can supply domestic requirements, with consumption remaining at the present level.

Trade has been quiet for 1925 hops not included in the scheme for collective selling, according to the British Agricultural Market report. As a rule these are taken by the firms who took the growth last year, and supplies for general business are therefore very restricted. Prices asked are usually based on last year's values, and the range, so far, is from about \$33.35 to \$50.80. A trade report states that some English hops were apparently being bought for \$54.00 per hundredweight for export to Germany. The only indication available of the price of American hops in England is from the returns of value of the imports quoted in the official trade statistics given further on in this report. Whatever the long time effect

of the tariff may be, the present outlook in general is not encouraging to American hop growers although some circumstances indicate that it is not as bad as it appears. In Canada, however, the close of the control and the passing of the tariff law is viewed with disfavor by hop growers, in spite of the preferential rate which they enjoy, according to Consul H. S. Tewell at Vancouver. He states that the hop growers say the preference of about 5 cents a pound in their favor is not enough to protect them since growers in the United States can still undersell them.

id unless the consent of the Board has been first obtained. "The management is vested in not less than 13, nor more than 17 directors, the first eight of whom are the signatories to the application for registration. "No person who is a director or manager of, or holds any other controlling position in a firm, company or society competing in business with the society, is eligible for election as a director. "The payment of interest at 5% per annum on the paid-up share is to be the first charge on the net profits in each year, and the balance remaining, if any, is to be allocated as follows:

HOPS: Acreage, Production, Trade and Consumption in the United Kingdom 1905-24

Year	Acreage	Production	Imports	Available	Estimated
1905	48,967	77,946	9,321	100,166	100,166
1910	32,486	33,489	18,268	32,167	61,740
1915	35,576	28,632	26,502	16,257	39,240
1914	33,943	36,433	8,292	45,925	62,635
Average 1905-1914	38,518	42,592	18,592	60,794	62,781
1915	41,744	28,450	21,399	35,458	32,220
1916	31,352	34,480	15,163	49,643	50,429
1917	16,626	25,285	498	25,783	26,885
1918	15,526	15,511	746	16,257	39,240
1919	16,750	21,023	16,906	37,929	42,560
1920	21,090	28,301	450,638	79,559	54,860
1921	25,156	25,156	152,010	50,401	49,280
1922	26,230	24,941	13,968	48,912	43,680
1923	24,893	25,138	1,113	24,555	44,800
1924	25,997	32,649	3,259	47,381	47,040
1925	26,236	39,700			

The Brewers' Almanac, 1925, page 120.

a. Acreage, production and price during these years are figures as reported by the Hop Control. b. Imports on a large scale were allowed by the Hop Control these years. c. Excluding Irish Free State.

HOPS: Imports Into the United Kingdom During August 1924 and 1925

Country from which	1924	1925
United States	488	438
Other Countries	5	95
Total Imports	493	533

Trade and Navigation of the United Kingdom, August 1925.

Compiled from estimated quantities supplied to customs by importers and are subject to correction when an official account has been taken.

HOPS: Imports into the United Kingdom, by Countries, 1915-1924

Year Ending Dec. 31	United States	Belgium	France	Germany	Canada	Austria Hungary
1915	1,000	1,000	1,000	1,000	1,000	1,000
1916	15,101	3,810	2,941	8	80	0
1917	12,039	1,947	1,365	0	762	0
1918	138	608	0	0	212	0
1919	2	0	0	4	0	0
1920	9,341	2,624	2,525	295	1,773	0
1921	19,121	11,987	9,080	5,929	2,910	4,723
1922	14,684	1,061	2,908	608	2,138	0
1923	12,998	173	160	0	906	0
1924	191	22	0	0	1,177	0
1925	8,116	a	a	a	a	a

Netherlands, Czechoslovakia, New Zealand, Russia, Other Countries, Total

1915 1,000 1,000 1,000 1,000 1,000 1,000
 1916 80 293 15 80 22,158
 1917 0 358 8 29 16,922
 1918 0 16 0 0 43 1,917
 1919 0 0 0 0 0 0
 1920 1,645 42 124 74 8,471
 1921 28 2,221 72 0 104 14,600
 1922 14 1,061 90 0 11 14,600
 1923 0 26 90 0 0 0
 1924 a a a a 2,522 10,618

Compiled from Annual Statement of the Trade of the United Kingdom with Foreign Countries and British Possessions, 1915-1925, and Accounts Relating to the Trade and Navigation of the United Kingdom, December, 1924.

a. If any, included in "Other Countries."
 b. In 1920 and 1921 the Hop Control allowed imports on a large scale but in 1922, 1923 and 1924 practically reduced them according to the Brewer's Almanac.

The following report of the organization of the English hop cooperative society has been forwarded by Consul Clerk Nutting at London.

"The organization for the cooperative marketing of hops, which have ceased to be under Government control since August 16th last, has been formed under the Industrial and Provident Societies Act, 1893, and is on the National Farmers' Union Register of cooperative societies.

"The name is English Hop Growers, Limited, and its objects are:—

- (1) To organize the marketing of home-grown hops by their sale through a single agency.
- (2) To carry on business as wholesale and retail dealers in and agents for the sale of hops.
- (3) To carry on the business of purchasers of and wholesale and retail dealers and agents for the sale of hops.
- (4) To carry on any other trades, industries or businesses which may seem calculated to further any of these objects.

"A member who is a hopgrower must hold at least one transferable share in respect of each acre or part of an acre he has under cultivation for hops, and a society or company admitted as a member must hold not less than ten shares. Joint owners of a share or shares are to be considered as one member. Shares are transferable, but not withdrawable, and are of the nominal value of 2s each, payable on issue. No transfer will be val-

id unless the consent of the Board has been first obtained.

"The management is vested in not less than 13, nor more than 17 directors, the first eight of whom are the signatories to the application for registration.

"No person who is a director or manager of, or holds any other controlling position in a firm, company or society competing in business with the society, is eligible for election as a director.

"The payment of interest at 5% per annum on the paid-up share is to be the first charge on the net profits in each year, and the balance remaining, if any, is to be allocated as follows:

HOPS: Average Prices of English and American Crops, 1900 to 1924

Crop of	English Hops a/		American Hops San Francisco d/
	Control price as officially reported, s/	Price for season September to March as reported by Tahrn and Son, c/	
1900	25.78	25.78	
1910	22.80	22.80	
1915	27.50	27.50	
1916	32.90	37.14	
1917	70.04	79.60	19.5
1918	76.95	79.91	59.2
1919	57.16	62.70	24.4
1920	58.88	67.08	61.4
1921	41.52	47.45	17.8
1922	51.73	55.22	17.2
1924	34.51	40.43	24.2

a. It seems probable that the Control Price as officially reported is the price to the grower or a price in an early stage of the marketing process while the price to the brewer or some other price at a later stage of the process since the difference is rather considerably higher in the latter case.

b. Report of the Ministry of Agriculture Statistics on Prices and Supplies of Agricultural Produce and Requirements in England and Wales, 1917 to 1924-25.

c. The Brewers' Almanac, 1925, page 119.

d. U. S. Department of Agriculture Yearbook, 1924.

These data show Canada to be our important competitor now. Also they indicate considerable spread between the growers and brewers prices. The situation on the whole does not seem to warrant expansion of the industry at this time.

STRAWBERRIES DO WELL ON SIUSLAW

Vines Bear From May to November; Good Filbert District, Also

Editor Statesman: Your letter of November 5, received. I said about all there was to say about this district in your paper a year ago. I came here in October 1923, plowed my land set my plants that fall and winter. I finished setting plants the first week in March, 1924. I put out 19,500 plants, mostly Clark Seedlings. I have some Oregon, Gold Dollars, and Magoons. I picked and sold \$24.95 worth in September and October, 1924, Clarks and Magoons.

I started picking for market May 11, 1925, and have sold \$1088.11 on this year's crop. I shipped two crates of berries last Saturday, November 7, one crate of Magoons and one mixed crate. Magoons, Oregon and Clarks. There are lots of berries still on the plants also new bloom. I could be picking and shipping now if this rain had not stopped me.

There are a lot of people who will not believe this. Strawberries from May till November, every year; commercial varieties such as—Clarks, Magoons and Oregon better quality and larger quantities than any other place in the world. I call it Strawberry Paradise. I have a little less than two acres and will put out more as soon as I can. I am here to stay.

I believe this is going to be a wonderful place for filberts there are a few that are trying them out. The trees have made a wonderful growth but have not come into bearing yet. This is also ideal for chickens—Strawberries, filberts, and chickens make a good combination.

—H. W. PRUTY.
 Canary, Or., Nov. 9, 1925.
 (Canary is in the lower Siu-slaw county, near the Oregon and on the line of the Roosevelt highway.—Ed.)

THIS WEEK'S SLOGAN

DID YOU KNOW that Salem is and will always be an apple center; that this is a natural apple country; that it is one of the best apple markets in the Pacific Northwest because of the great demand for the small and cheaper grades and the culls and by-products in manufacturing here; that for the fancy varieties and grades it is as good as any, and in a few of the fancy varieties our growers excel those in the best advertised districts; that for these reasons, Salem will maintain her lead, and some of the greatest commercial apple orchards of the future will be located in the Willamette valley, because we produce the best flavored apples in the world; and that there is room for more intelligent and painstaking apple growers here?

Dates of Slogans in Daily Statesman
 (In Twice-a-Week Statesman Following Day)

(With a few possible changes)	Sugar Beets, Sorghum, Etc., May 5
Loganberries, October 1	Water Powers, May 13
Prunes, October 8	Irrigation, May 20
Dairying, October 15	Mining, May 27
Flax, October 22	Land, Irrigation, Etc., June 3
Filberts, October 29	Floriculture, June 10
Walnuts, November 5	Hops, Cabbage, Etc., June 17
Strawberries, November 12	Wholesaling and Jobbing, June 24
Apples, November 19	Cucumbers, Etc., July 1
Beans, Etc., November 26	Goats, July 8
Mint, December 3	Schools, Etc., July 22
Great Cows, Etc., December 10	Sheep, July 29
Blackberries, December 17	National Advertising, August 5
Cherries, December 24	Seeds, Etc., August 12
Pears, December 31	Livestock, August 19
Gooseberries, January 7, 1925	Grain and Grain Products, August 26
Corn, January 14	Manufacturing, September 2
Celery, January 21	Automotive Industries, September 9
Spinach, Etc., January 28	Woodworking, Etc., September 16
Onions, Etc., February 4	Paper Mills, September 23
Potatoes, Etc., February 11	
Bees, February 18	
Poultry and Pet Stock, Feb. 25	
City Beautiful, Etc., March 4	
Raspberries, March 11	
Paved Highways, March 18	
Head Lettuce, March 25	
Silos, Etc., April 1	
Legumes, April 8	
Asparagus, Etc., April 15	
Grapes, Etc., April 22	
Drug Garden, April 29	

(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 5 cents.)

THE SUCCESS OF OUR APPLE INDUSTRY DEPENDS ON QUALITY AND VARIETIES

This District Produces Some Apples That Are of Superior Quality, Taken From Any Standpoint, But the Average Is Not High Enough—The Man Who Has a Good Apple Orchard Should Stay With It and Keep It Coming in the Best Manner Possible

THE BIGGEST PACK BY OUR CANNERIES

The Starr Cannery Will Be Running on Apples for About a Month Yet

When the records are finally made up, if they ever are made up, it will be found that the Salem district canneries for 1925 have made the biggest year's pack in their history.

That they will be shown to have used about twenty millions of cans or a third of all the cans used in the Pacific northwest for putting up fruits and vegetables.

THIRTEEN GOOSEBERRIES
 All the Salem canneries are shut down now, excepting the Starr cannery, which is still going strong on apples, and will be going the same way for about a month yet.

The apples are now coming from the Hood River and North

apples is finer than can be produced in apples grown in the irrigated districts; that the irrigated districts get the size and the color; but we get the flavor; that God's showers and sunshine and soil, as combined here, give better shades of flavor than man can put into apples under the conditions of man's making in the dry districts that must have water brought onto the land in ditches instead of "falling on the place beneath" from high heaven. And, in our favorite varieties, we also get the size and the color, where the apples are grown by real apple men—grown as a business and not as an incident; not as a side line.

Make It a Slogan
 At this point the Slogan editor wants to renew a suggestion. It is this: Our apples ought to have a slogan, to give them distinction; to help in marketing them. It should be a true slogan. This is suggested: "It Is The Flavor." Make it shorter, if you wish; make it "It's The Flavor." Or change it any way you like, only use the word "Flavor," and make that word stand out.

Such a slogan, hammered into the minds of the people of the world persistently, will be worth millions of dollars to our Salem district apple growers. And there is no patent on the idea; no copyright; yet, it is free for the taking. Take it and use it.

Returning to the interview with Mr. Biehn. He said the outstanding orchard of the valley is that of the Oregon Apple company, Monroe, under the management of B. W. Johnson; nearly 400 acres Markets under the OACO brand. (In a former Slogan issue of The Statesman, Mr. Johnson rec-

SEND A COPY EAST

During the past season, the Salem canneries have paid \$12 to \$18 per ton for culls. Orchard run prices paid by dealers have been from \$25 per ton up.

But the Roth Grocery company in Salem is receiving \$3.50 to \$4 a bushel right now at retail for some of the high quality. Delicious apples grown by Hon. I. L. Patterson on his Eola farm on the Polk county side of the river four miles above Salem. The Roth people always take the full crop of his delicious apples from Mr. Patterson, for their fancy trade.

Best Flavored Apples
 Mr. Biehn declares that the Salem district, the Willamette valley, produces the best flavored apples grown; that the flavor of our best

apples is finer than can be produced in apples grown in the irrigated districts; that the irrigated districts get the size and the color; but we get the flavor; that God's showers and sunshine and soil, as combined here, give better shades of flavor than man can put into apples under the conditions of man's making in the dry districts that must have water brought onto the land in ditches instead of "falling on the place beneath" from high heaven. And, in our favorite varieties, we also get the size and the color, where the apples are grown by real apple men—grown as a business and not as an incident; not as a side line.

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