

HIGH GRADE MILK BASIS OF SUCCESS

Salem Sanitary Milk Company Secures Large Business Through Service

The remarkable growth of the Salem Sanitary Milk company, in the 14 years that it has been in this city, was revealed yesterday in an interview of C. H. Ostrin, the manager, by a Statesman reporter.

Mr. Ostrin intimated that the company plans to make extensive improvements in the near future for enlarging the business by branching into several new fields of dairy products.

Small Beginnings
When the local plant began delivering milk to its Salem patrons in 1912, the delivery totaled only about 10 gallons a day, but a rapid expansion followed as a result of good service and high quality of milk.

Jersey Milk Only
Today the company employs a good sized force, and four large trucks in the delivery service alone. The milk used daily is furnished by 384 cows located

around Salem and over toward McCoy and Meeley. All of the milk used is from Jersey cows, mostly pure bred, which he is convinced is the best breed to be found for a domestic milk supply.

Milk for Babies
The company has built up a wonderful reputation on their "baby milk," which is from a special herd particularly adapted to the production of milk suitable for the consumption of infants and children.

The largest herd of milk cows from which the Ostrin Brothers, owners of the business, obtain milk, is that of the Schindler Brothers with a total of 220 cows. The Ostrins do not own any cows.

Other Lines
Besides the Salem Sanitary Milk company the Ostrin brothers are proprietors of two confectionery stores in the city. The Salem Sanitary Confectionery is the property of C. H. Ostrin, while E. F. and G. A. Ostrin own the Palmis confectionery and grocery on Church street opposite the senior high school building. This latter building was erected only about a year ago.

The headquarters for the company is located at the corner of 19th and State streets, where the Salem Sanitary Confectionery is located. The dairy is located in the rear of the confectionery.

All Milk Pasteurized
All the milk delivered to Salem customers is pasteurized. That

absolutely guarantees it against any question of its health giving qualities, since the basis of the raw supply is selected herds that have the proper attention, according to the rules of good dairying. The constant supply from such herds is kept up by strict adherence to the rule of paying the producer a price higher than the rates ruling generally in the Salem district. C. H. Ostrin, the manager, believes that a strictly quality supply ought to be paid for at a higher price than that which comes from any old brand cow, with perhaps attention that does not at all conform to the rules of good dairying.

In the case of the Salem Sanitary Milk company, the quality begins with the producers, and is carried all the way up to the consumers.

NORMA TALMADGE SHOWS AT GRAND

"Kiki" Has Noted Screen Actress Cast in Role of Comedienne

High life in Paris is vividly portrayed in "Kiki," the new Norma Talmadge picture showing last times today at the Grand theater, formerly the Heilig. In addition to introducing the versatile Norma as a comedienne, "Kiki" gives spectators a glimpse at the pleasure haunts of fashionable Paris.

The players in the First National screen version of the Belasco stage sensation include Geo. K. Arthur, William Orlamond, Erwin Connelly, Frankie Darro and Mack Swain.

The picture was produced by Joseph M. Schenck and directed by Clarence Brown.

Too Late To Classify

DANDY ACREAGE HOME, HERE is 3 miles from Ladd and Bush bank on Pacific highway and market all your products at the door. A fine 10-acre tract, good room house, good barn, double garage, chicken house, creek, two wells, 4 acres strawberries, 1 acre black caps, family orchard, 1/4 acre raspberries, good timber, \$7,500. Will exchange for good Salem property for all or part. Do not neglect such an opportunity.
BERTHA ZUEHLKE
671 N. Capitol St. 2166-J 671st

RED CROSS DRIVE NETS ONLY \$340

Final Reports Must be In By Thanksgiving, States Dr. Henry Morris

The Marion county annual Red Cross roll call receipts up to Saturday night were \$340, according to a statement by Dr. Henry Morris, head of the drive.

The campaign this year has not been pushed very hard and is being handled principally by letters to prominent people in the different communities who have mailed in the results. The final reports must all be in by Thanksgiving day when the national campaign will close.

All people wishing to aid in the Red Cross work are urged to mail their checks to Dr. Henry Morris, Red Cross headquarters in Salem as soon as possible. The campaign total is expected to exceed \$750.

NEW INVENTION SAVES MILLIONS

A Lamp That Burns 94% Air

A new oil lamp that gives an amazingly brilliant, soft, white light, even better than gas or electricity, has been tested by the U. S. Government and 35 leading universities and found to be superior to 10 ordinary oil lamps. It burns without odor, smoke or noise—no pumping up, is simple, clean, safe. Burns 94% air and 6% common kerosene (coal oil).

The inventor, V. M. Johnson, 161 North Union Ave., Portland, Ore., is offering to send a lamp on 10 days' FREE trial, or even to give one FREE to the first user in each locality who will help him introduce it. Write him today for full particulars. Also ask him to explain how you can get the agency, and without experience or money make \$250 to \$500 per month.—Adv.

\$20 Cash for a Name

We Want a Name for Our Cafe

(Which was formerly known as the Oyster Loft)
428 Court Street

And offer the following prizes for the best names submitted:

FIRST CHOICE \$15.00
SECOND CHOICE \$ 5.00

We are closing November 22, 23, 24 to remodel the cafe and want to open the 25th with a new name.

RULES:
Bring or mail your names. Contest opens with this announcement and closes November 22 at 5 p. m. In case more than two submit the winning name prizes will be divided equally. Contest is open to young and old so get busy. Address all names to Contest Judges, 428 Court street, Salem, Oregon.

R. G. Henderson
E. C. Mennis



Good Will Oakland Says

"If I were here today and gone tomorrow, I wouldn't be so careful about not stinging folks. But I'm in a mighty good business—and I'm going to keep it good by selling good used cars."

1926 Pontiac Coach—former owner buying new sedan
1924 Oakland Glass Enclosure—good condition
1926 Oakland Coach—has been driven but little
1926 Star Coupester—a good car for the money
1926 Ford Roadster—new paint, fine motor
1925 Ford Touring—looks and runs like new
1924 Overland Sedan—new paint, many extras
1922 Ford Coupe—ready to go many more miles
1922 Maxwell Roadster—new tires, new paint
1920 Reo Glass Enclosure—perfect condition

Easiest and cheapest Time Payment Plan in the country. Small down payment and the very easiest terms, over a long time, are available through General Motors Acceptance Corporation.

VICK BROTHERS
The House That Service Built
Phone 1844 260 South High

paid total is expected to exceed \$750.

Dr. Morris is a strong advocate of the community chest plan for the Salem and Marion county relief funds. He points to the present competitive campaigns of the Y.M.C.A. chamber of commerce and other civic improvement clubs as reasons for lack of interest in community projects now being presented for financial aid.

All of these campaigns fall on about the same 40 or 50 business men in Salem and take a great deal of their time. I have spent as much as 68 days in one year in campaigns of this nature and that is too much time for anyone to give to such work. It's generally a case of drives being failures or the men being forced to give too much time," said Dr. Morris.

Dr. Morris feels that the community chest would be a happy solution to the problem but advocates a businesslike method of organization in case the project is attempted, and not merely a means of distributing philanthropic money.

F. E. Shafer's Harness and Leather Goods Store, 170 S. Com'l. Suit cases, valises, portfolios, brief cases, gloves and mittens. Large stock. The pioneer store. (*)

Capital Bargain House, Capital Tire Mfg. Co., Mike's Auto Wrecking. Three in one. Bargain center of Salem. Thousands of bargains. H. Steinbock, 215 Center. (*)

H. T. Love, the Jeweler, 325 State St. High quality jewelry, silverware and diamonds. The gold standard of values. Once a buyer always a customer. (*)

D. H. Mosher, Merchant Tailor, is turning out the noblest and best fitting tailor made suits to measure. 100% business and professional men buy of Mosher. (*)

Surfacing The Dalles-California highway across Oregon, almost completed.

O. PORTER SEEKS LEVENS' POSITION

Portland Man Asks Patterson for Prohibition Enforcement Post

O. H. Porter, Portland attorney, spent Friday in Salem conferring with L. L. Patterson, governor-elect, in connection with his candidacy for the office of state prohibition commissioner under the new administration. He would succeed William Levens, incumbent.

Mr. Porter told state officials that he had received the indorsement of a large number of prominent Portland citizens.

Frank Davey, formerly a resident of Salem but now living in Portland, is a candidate for the office of state industrial accident commissioner, according to reports received here. Mr. Davey was employed in the accident commission for a number of years and was said to be close in touch with the affairs of the department.

Under the law the commission shall be composed of three members. At least one member shall be a democrat under a republican administration.

Arlington-Shuttler creek section, John Day highway, resurfacing will cost \$30,190.

Hartman Bros. Jewelry Store. Watches, clocks, rings, pins, diamonds, charms, cut glass, silverware. Standard goods. State at Liberty St. (*)

Wardrobe Trunks as low as \$24.70 and as high as \$85. 18-inch Cowhide Hand Bags with leather lining reduced from \$8 to \$5.90. Max O. Buren, 179 N. Com'l. (*)



Demands BAYER ASPIRIN

SAY "BAYER ASPIRIN"—Genuine
Unless you see the "Bayer Cross" on tablets, you are not getting the genuine Bayer Aspirin proved safe by millions and prescribed by physicians over 25 years for

Colds Headache Neuritis Lumbago
Pain Neuralgia Toothache Rheumatism

DOES NOT AFFECT THE HEART

Safe Accept only "Bayer" package which contains proven directions. Handy "Bayer" boxes of 12 tablets. Also bottles of 24 and 100—Druggists.
Aspirin is the trade mark of Bayer Manufacture of Monoceticoicacidester of Salicylicacid

A GIFT THAT IS SURE TO PLEASE

Quality Leather Brief Cases
In Brown, Black or Tan
\$3.00 to \$15.00

Music Rolls
In all practical colors—Brown, Black, Tan, Grey, etc.
\$1.25 to \$10.00

Do your Christmas shopping early while our stock is complete

COMMERCIAL BOOK STORE
A. A. GUEFFROY
169 North Commercial Street
SEND YOUR GREETING CARDS EARLY
Remember there are 33 days between now and Christmas

Get a Tuxedo Now
For Thanksgiving and Christmas Good Times

Right now with all the good times coming on a Tuxedo's a real necessity. Fine ones, like ours, silk lined, well tailored, perfectly styled, any tailor would charge you twice as much.

Featuring
\$45.00
Others \$35.00 to \$60.00

CORRECT ACCESSORIES FOR FORMAL WEAR

Bishop's
CLOTHING—WOOLEN MILLS STORE

Thanksgiving GROCERIES Nov. 22—23—24

COSMOPOLITAN STORES
Junior Department
Consistently sell the Best for less

Thanksgiving GROCERIES Nov. 22—23—24

Starting Tomorrow and continuing up to Thanksgiving Day we are offering our customers some remarkable values on the many food-items that make for a successful Thanksgiving Day Dinner.

<p>Mince Meat Heinz Brand</p> <p>1 lb. Tin 25c 2 lb. Tin 45c 2 1/4 lb. Glass Jar 65c</p> <p>Market Day</p> <p>Raisins Fresh—Seedless</p> <p>4 lb. Package 33c</p> <p>Memorie Fruits Glazed Packages</p> <p>Pitted Dates 25c Calimyrna Figs 25c Mission Figs 25c</p> <p>Fancy</p> <p>Currants New Crop</p> <p>Package 15c</p> <p>Fancy</p> <p>Filberts New Crop</p> <p>2 Lbs. 55c</p> <p>Cosmopolitan Supreme</p> <p>Coffee Fresh Every Week</p> <p>1 lb. Package 47c</p> <p>Baker's Shredded</p> <p>Cocoanut</p> <p>1/2 lb. Package 23c</p> <p>Troco Oleomargarine—For Table Use</p> <p>3 Lbs. 75c</p>	<p>SPECIAL VALUES —In—</p> <p>Canned Goods Country Gentleman</p> <p>Corn Fancy Pack</p> <p>3 Cans 49c</p> <p>Good Quality</p> <p>Tomatoes No. 2 1/2 Tins 2 for 25c No. 1 Tins 3 for 25c</p> <p>Extra Quality</p> <p>Sweet Spuds</p> <p>2 Large Cans 45c</p> <p>Del Monte</p> <p>Pumpkin</p> <p>3 Large Cans 39c</p> <p>Fancy Stringless</p> <p>Beans</p> <p>3 Cans 47c</p> <p>Fancy Sliced or Halved</p> <p>Peaches</p> <p>2 Cans 45c</p> <p>Crushed</p> <p>Pineapple</p> <p>3 Cans 35c</p> <p>Fancy Sliced</p> <p>Pineapple</p> <p>3 Cans 43c</p> <p>Apricots</p> <p>2 Cans 35c</p>	<p>Standard</p> <p>Corn</p> <p>3 Cans 29c</p> <p>Fletcher's</p> <p>Fancy Salmon</p> <p>2 Cans 69c</p> <p>EXTRA SPECIAL</p> <p>Corn Flakes A Real Breakfast Food</p> <p>6 Packages 49c</p> <p>Extra Fancy</p> <p>Olives Large Green, Packed in Glass</p> <p>Quart Jar 59c</p> <p>Pickles Sweet Sliced</p> <p>1/2 Pint Tin 15c</p> <p>Oysters Fountain Brand</p> <p>2 Cans 33c</p> <p>Fancy</p> <p>Shrimp</p> <p>2 Cans 33c</p> <p>Heinz</p> <p>Vinegar</p> <p>Pint Bottle 19c</p> <p>Crisco For Frying or Baking</p> <p>3 lb. Tin 69c</p> <p>Premium</p> <p>Crackers</p> <p>2 lb. Box 39c</p>
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FREE DELIVERY ON ALL ORDERS OF \$5.00 OR OVER TO ANY PART OF THE CITY, EXCEPTING SUGAR IN SACK LOTS