

# Continuation of the Slogan Page: Subject This Week, Wholesaling, Jobbing

## A FARM THAT PAYS AND KEEPS THE SONS OF THE LAND AND WELL CONTENT

### The 200 Acres of A. E. Hughes Two Miles East of Woodburn Is a Typical Diversified Farm—Four Car Loads of Hay, Four Acres of Strawberries, 1000 to 2000 Pounds of Seed Corn and From 60 to 65 Head of Hogs Are "Velvet" Each Year

Editor Statesman:

For the past few months I have been making a special study of the reasons why some farms pay, as contrasted to others which are being operated at a loss. The evidence at hand points unmistakably to diversified farming as being the outstanding reason why some farms are paying a profit under such conditions as we have at present. In brief, the farms which have several sources of income, such as from poultry and dairy products, hogs, corn, and other crops, are uniformly more profitable than the same sized farm where there is only one source of income.

1000 to 2000 pounds of seed corn and from 65 to 70 head of hogs that are marketed. The best proof that such a plan works is shown by the fact that last fall Mr. Hughes purchased 10 acres of land, of which five acres was beaverdam soil. A \$3500 house has been erected on this ten acre tract for his son as an inducement to stay on the farm. And incidentally I most always find that a satisfactory arrangement between father and son means a solution of the difficult farm labor problem.

**Leaders On Farms**

There are those who would have us believe that agriculture has permanently "gone to the dogs," but after I visit a place like the Hughes' farm, I am encouraged and my ray of hope gets brighter. In the future I can see that the farming group, like other groups, shall have a fair reward for its labor. But to reach this point the farmers, like the other groups, must organize. There must be a plan developed for building up the business of agriculture, as a whole, instead of the mere drift into activities. Collective action must replace the futile aims of singlehanded endeavor. Leaders equal to the demands must spring from the loins of the farmers themselves.

**Innings for Farmers**

Just now we are still in the "inning" of great prosperity and expansion on the part of industry and manufacturing, but agriculture is getting warmed up for its turn. The other day I was reading an address of D. C. Hull, president of the Mississippi A. & M. College, and he made a statement that impressed me tremendously; "I have watched the current of the great river at flood tide, bearing upon its bosom the commerce of a nation, while, in the eddies of some inlet near the shore a drifting, unanchored boat was wallowing round and round in a never-ending circle, striking now and again against the current's edge, yet ever and anon hurled back into its motionless eddy by this mighty power that would bear it to the ocean if it but knew how to ride."

For the proverbial seven years agriculture has been drifting like an unanchored boat in an eddy, but, as we know, sometimes after a thing gets so bad then a reaction sets in and it begins to get better.

Some people might ask, "Well, can an industry such as agriculture ever organize?" No better answer can be cited than the agriculture of Denmark. In 1860, as a result of disastrous war, Denmark was practically bankrupt. Yet, in 1913 the wealth per capita in Denmark ranked second among the nations of the world, and as we all know Denmark is almost entirely an agricultural country, where cooperation and

organization among farmers has been perfected to a high degree.

—IVAN STEWART.

Salem, Oregon, June 28, 1927.

(Mr. Stewart is in charge of the information department of the Chas. R. Archer Implement company. While he is not a county agent; that is, costs the taxpayers nothing for his services, he performs the work of a splendid county agent for the Salem district, comprising several counties. This is no argument against a county agent for Marion county, whose services are needed, and would pay big dividends. Mr. Stewart is a very competent man.—Ed.)

## NEW AUTOMOTIVE PARTS STORE HERE

The C. & L. Parts Stores, Inc., Opened Up in Salem First of January

"C & L Parts Stores Inc., Service Parts, 429 Ferry street, Salem, Oregon, W. P. Watkins, manager, phone 666," reads the letter head of a new jobbing concern in the capital city, engaged in wholesaling and retailing automobile parts and supplies.

The name is representative of one of the largest automobile supply jobbers in the world, the Chanslor & Lyon Co.

The C & L store sells the same line of merchandise as the Chanslor & Lyon Co., which accounts for the use of the abbreviated name.

This is one of the oldest firms in this business on the Pacific coast, and has a reputation for handling the best to be had in automobile necessities and carrying the most complete stock.

Such nationally known manufacturers as McQuay, Norris, Johns Manville, Victor Gasket Co., Champion Spark Plug Co., Boyce Motometer Co., H. M. Lamp Co., Timken Bearing Co. and American Ever-Ready Co., are represented by them.

The local store has been in operation only since the first of January, 1927, but has enjoyed a very good business in this short time. Salem is an ideal location for a store of this type, being in a position to render exceptional service to all outlying towns by stage, parcel, post, express and truck.

**Puzzled**

A Scot was paying his first visit to the zoo:

"An' what may you creature be?" he asked a keeper who had been feeding the animal that had excited his interest.

"That's an American moose," replied the keeper.

"A moose!" exclaimed the Scot. "Hoots, mon, show me an American rat!"

## THE SALEM BRANCH OF THE RYAN FRUIT COMPANY IS ONE OF THIRTY

Has Been in Business in Salem Since 1924, and Occupies a Building Constructed Especially for Its Business Here—Has Been Adding Branches in Year

The Ryan Fruit company's Salem branch is at the corner of Trade and Cottage streets.

It has a building there fronting 84 feet on Trade street and 75 feet on Cottage, with full basement that can be kept always at the right temperature winter or summer.

It was constructed especially for the needs of business; refrigerator construction, and equipped with a refrigerating plant automatically operated; one of the best equipped buildings in this respect in the valley. D. W. Pugh erected the building on plans furnished by Walter Pugh, Salem architect.

The Ryan Fruit company, wholesaler and distributor of fresh fruits and vegetables, opened its Salem branch house on March 1st of 1924, in a temporary building,

at Trade and High streets. These people have enjoyed a good business for their Salem branch house and they are pleased with their footing here, and the men in charge are enthusiastic over the outlook and in their praise of the capital city as a place in which to do business and make their homes.

There are 30 branch houses of the Ryan Fruit company, in the best cities up and down the coast and in Idaho, Montana, Utah and Nevada; seven new ones in the past year.

The home office is at Seattle. Joseph W. Wise is the Salem manager, Raymond Drake is warehouseman, V. L. Parker, cashier, and the salesmen are L. H. Dunn and W. Erdman. Kenneth Campbell is driver.

## THE WILLAMETTE GROCERY COMPANY IS BIG ASSET TO CITY AND SECTION

This Company Has Its Own Home, Occupied Since September First of Last Year, and Is Making Progress in Serving Its Field, as It Has Done in All the Seven and a Half Years Since Opening for Business—Helps in Centering Commercial Activities Here

This annual report of progress on the career of the Willamette Grocery company is much like all the rest that have gone before; there has been steady progress from the beginning. The new home of the company has been occupied since the first of September last year. It has two stories and basement, 82 1/2 x 160 feet, solid concrete construction, fronting east on Cottage street, corner of Trade, and the entire floor space is chock full with an immense stock, excepting the space occupied by the busy office force.

There has been steady progress ever since the beginning of the business, seven and a half years ago. The past year has been no exception; in fact, the growth in the past year has more than kept up the average.

**It Helps Salem**

The Willamette Grocery company has been a big and increasing factor in the prosperity of Salem, and a powerful influence in the centering here of many of the interests of five counties in which it principally carries on its extensive operations. This company has grown to be one of the most important distributing agencies of the central Willamette valley.

There are seven men on the road, and a total payroll of about

34 persons, handling the groceries that the trade wants from this one source, and finding a market for a large volume of home grown products.

A truck service covers a considerable part of the territory, de-



**Profit by Others' Experiences**

In our many year's specialization in the treatment of Piles and other Rectal and Colon ailments, we have collected a vast amount of data of the utmost benefit to anyone so afflicted. Much of this valuable information, together with advice, suggestions and the personally signed records of scores of former patients, is contained in a 100-page Book, which we will send FREE to anyone requesting it. Described is the famous non-surgical method of treatment used exclusively in the Dean offices in Portland, Seattle and San Francisco; also our WRITTEN ASSURANCE of Piles, successfully treated or FREE RETURN-ED. Write for this Book today.

**CHAS. J. DEAN, M.D., Inc.**  
 PORTLAND OFFICE: DEAN BLDG., 5th & MAIN  
 SEATTLE OFFICE: 1221 1st Ave. S. S. Francisco OFFICE: 1015 Market St.

livering its goods to every hamlet where there is a store; it is one of the most satisfactory delivery services anywhere in the west, and on this quick and reliable right-to-your-door slogan the company has built an enviable reputation.

There are five of these trucks, besides the fleet for local service in Salem.

**Time, Distance Annihilated**

Groceries, and fresh fruits and vegetables are handled exclusively. By the excellent truck service, even the most isolated community can have the fine fresh fruits and vegetables as they come into season; the wilderness is abolished and civilized, and time and distance are annihilated so far as table supplies go.

The company handles all the territory westward, clear to the coast, in Lincoln county, covering

it by its traveling agents and by truck. It covers the territory clear to the Cascades, as far eastward as men live on the western slope of the range. Southward it ranges to cover a large territory, what it can cover quickly and economically.

The main trade territory of this company is from Brownsville to the south to Hubbard on the north, and from the Cascades to the Pacific ocean.

Of the executive force, Theodore Roth is president and manager; F. E. Broer, assistant manager; Jesse Febler, cashier. All are stockholders. Most of the employees are so, for the business inspires confidence and super-service within its own ranks, as it has in the buying public that has taken it so kindly.

This is a big business. It is a

big asset to Salem. It uses a lot of money. It increases the bank clearings of Salem. It buys and sells a variety of home products. It centers an ever widening and growing business here. The men on the road sell all classes of Salem manufactured goods, drugs, meats of the Valley Packing company; Salem vinegar and cider, etc., etc. In the heart of a very rich section it links up a lot of people with Salem and all lines of Salem business. It performs a real community service.

### THE HIGH HATTER

It's all right to be dignified but don't go through life on stilts. The unbending chap bangs his head against the tunnels that other folks duck.—Farm and Fireside.

### Proper Method

7. When the flag is displayed projecting horizontally or the window sill, balcony, building, the union of the flag is at half-mast. When suspended over a sidewalk extending from a house to edge of the sidewalk, the hoisted out from the building pole, union first.

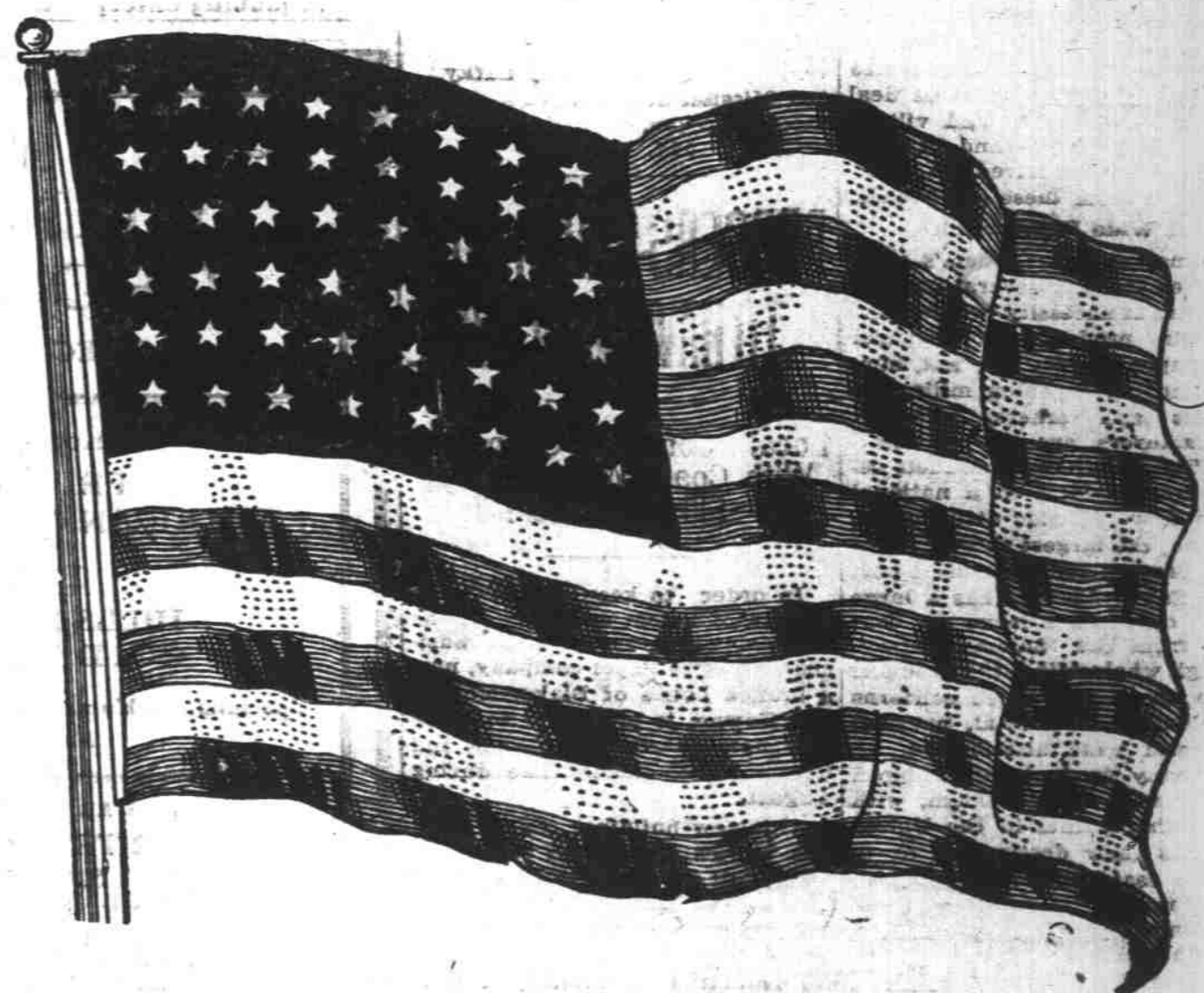
8. When the flag is displayed

## Every Home Should Display the American Flag

To Display On

### INDEPENDENCE DAY, July Fourth

Every Reader of the Oregon Statesman Can Have a Flag



### Description of Flag

This flag is 3x5 feet and is made of specially selected cotton bunting, has sewed stripes (not printed) and fast colors. The yarns used are tight, strong, yet they are sufficiently light to permit the flag to float beautifully in the breeze.

## How to Get Your Flag

Clip three flag coupons (which will be published daily) from this paper and hand in or mail to The Statesman office, together with 98c and take home your flag or have it mailed to yourself or a friend.

### FLAG COUPON

Three of these coupons and 98c when presented at or mailed to the Statesman office, 215 South Commercial St., Salem, Oregon, entitles you to a beautiful American Flag, size 5x3 feet as advertised.

Name \_\_\_\_\_  
 Address \_\_\_\_\_

NOTE—If flag is to be mailed add 10c additional for cost of mailing and flag will be sent postpaid to the address given.

**McCormick-Deering FARMALL Tractor Demonstration**

**Thursday, June 30, 1927**  
**At KIRSCHER BROS.' FARM**

2 miles east of four corners on Penn road beginning at 10 a. m., you will see this wonderful all-purpose tractor doing general farm work. It will be of interest and value

**Charles R. Archerd Implement Co.**  
 210 State Street, Salem, Ore.

**Mid-summer Clearance Sale**

**BUY NOW AND SAVE**

**Dining Room Suite**  
 Blended Walnut

TABLE  
 5 CHAIRS  
 1 ARMCHAIR

**\$99.50**

**Jaquard Velour Davenports**  
 Special Price **\$65.00** See This

**10 to 50% Reduction on Floor Lamps**  
**Draperies at Special Prices**

—Look for the Green Tags—They Will Save You Money.

**H. L. Stiff Furniture Co.**  
 COMPLETE HOUSE FURNISHERS

Easy Terms No Interest