

The Slogan Pages Are Yours; Aid In Making Them Helpful to Your Wonderful City and Section

# SALEM DISTRICT INDUSTRIES

## EIGHTH CONSECUTIVE YEAR

THE DAILY STATESMAN dedicates two or more pages each week in the interests of one of the fifty-two to a hundred basic industries of the Salem District. Letters and articles from people with vision are solicited. This is your page. Help make Salem grow.

### OVER 2,000,000 TULIP BULBS THIS YEAR ON THREE NEAR BY FARMS HERE

Salem Already Bulb Center of the United States, and Has Opportunity to Build Up Gigantic Industry, with Customers Over the Wide World—This Valley Will Ultimately Out Holland in Tulips, Because Natural Advantages Here Are Superior—Chances for Large Capital Investments

Holland has long been noted for its bulb growing, which is carried on both intensively and extensively. The DeGraft Brothers, one of the leading growers of Holland, has 400 acres all in tulips and daffodils and also 300 acres in daffodils in England.

There is no reason why the Willamette Valley of Oregon cannot become the greatest bulb producing center of the United States, as Holland is of Europe. We should ultimately have large acreages of both tulips and daffodils, and especially tulips. Our Valley is endowed by nature with a climate particularly adapted to bulb culture. In many respects our climatic conditions are much better for this important industry than Holland, which has overcome the handicaps of long seasons of cold weather and periods of hot weather with too intense sunshine during the critical months of growth. A large number of the bulbs used at home and abroad are sold to the greenhouses who demand that they begin to grow at once and mature perfect specimens of about the same size. Now the Willamette valley bulbs seem to possess this much desired quality in greater degree than any other bulbs on the market. Our tulip and daffodil bulbs exhibit "the will to grow" immediately and develop into hardy, even sized specimens which command the best prices.

During the past year the bulb industry has received a great impetus in the Willamette valley. Growers are learning that our March, April, May and June weather gives us just the right amount of temperate sunshine and semi cloudy days to put vitality and vigor in the bulbs. These four months are the critical ones in the growth of the bulbs, and the Willamette valley climate is ideal for their production. When you remember that in many places in the east May temperatures run as high as 90 to 100 degrees, you will appreciate the freedom from excessive heat which we enjoy. Intensive heat forces the bulb to an unnatural rapidity of growth, which results in a deterioration of the bulb, lessening its keeping quality and causing the bulbs to "run out" commercially. Here in the Willamette valley, instead of "running out" our bulbs become better and better. Our remarkable and unique environment turns the trick. As far as we know, judging from all attempts at growing bulbs, there is no section anywhere that produces the "forcing bulbs" and especially tulips, that the Willamette valley of Oregon produces.

**Salem District First**  
The Salem district was the first to begin bulb culture in the valley on a commercial scale. Eleven or twelve years ago marked the first commercial beginnings of the industry. Since then it has grown until now it attracts world wide recognition. Leading growers of Holland have visited local acreages and have commented with extreme favor on what they saw there and praised the soil and climate of the Salem district. They have predicted that if we take advantage of the excellent opportunity offered us we will some day become the great bulb center of the nation.

Our local growers are producing all kinds and varieties of bulbs in conformity with the very highest types. Among these are found the Darwin, Bgeeder, Cottage and Singularity. Over 2,000,000 tulip bulbs alone were planted in the Salem district on three nearby farms. Intensive cultivation, superior soil, ideal climatic conditions for growing, curing and storing of bulbs, all produce a quality product whether in tulips, daffodils, gladioli or narcissus.

**International Markets**  
The wholesale market is divided up among florists, greenhouses, fancy growers, large estate owners and others who purchase in lots of from a dozen or two up to several thousand bulbs. Growers have worked up international markets, and Salem grown bulbs are planted in every state in the

Union, in most of the provinces of Canada and also a number of foreign countries. Eastern growers purchase our product in large quantities.

**How Tulips are Grown**  
Tulips are planted in rows or beds during September or October after the soil has been prepared as for truck gardening. Cultivation begins in February. The flowers blossom in April and May, and the digging, either by hand or machinery, begins in July, after which the bulbs are placed in a storing shed to be cleaned and graded and left six weeks for drying.

Some are sold as blossoms, but the biggest market, of course, is for bulbs. Due to the firmness of the Salem product, its superior keeping qualities and vitality, it enjoys a ready market willing to pay good prices.

About a year ago an embargo was placed on daffodils which prohibits further importation of foreign bulbs. This restriction was made necessary because diseased daffodil bulbs were sent in from Holland. American growers have sprung up to absorb the markets vacated by the Holland growers and prices have been very considerably enhanced. With the assistance of government experts, the diseases introduced from Holland have been brought under control, and the future is promising indeed.

**Will Increase Acreage**  
A better understanding of conditions of growth and the ease with which the bulbs can be grown, and their freedom from any grave disease, will greatly increase the acreage devoted to tulips. The tulip bulb as grown in the Salem district is one agricultural crop in which a failure has never been known, and which is remarkably free from any serious disease. Holland is still competing on tulips, but American and particularly northwest growers are favoring the Salem grown bulbs after testing them and finding them the best the market affords. Our district with its own special and unique climate is perhaps destined to become the great bulb producing center of the United States. The industry offers a particularly inviting field to capital because of the ready market which is doubling and quadrupling with great rapidity. This indicates what a great industry it may become if its opportunities are grasped.

The greenhouses of Portland alone use 500,000 tulip bulbs each year.

**Increased Four Fold**  
Before the embargo on daffodils the United States was importing over 100,000,000 tulip bulbs and 100,000,000 daffodil bulbs each year. There is therefore no danger of overproduction, especially since the demand is growing every year. The consumption of bulbs has increased four fold or more in the last few years.

When capital knows these things and becomes sufficiently interested to put money into it, bulb growing will become one of the valley's most important industries. One of the most needed aids is a growers' clearing house or association which would cooperate with growers and serve as a marketing agency. The industry has outgrown individual growers marketing the product themselves.

We have a demand which will not only be developed to cover this coast, but also most certainly all territory west of the Rockies, and probably far east of that as well. We haven't begun to fathom the possibilities of the industry here.

Holland has made it a leading national industry, and the Willamette valley is better suited because of its peculiar climatic and soil advantages to become a leader in the industry.

The Salem Bulb company, The Franklin-Young Bulb company, and the Luther Chapin Bulb Farm are all successfully engaged in helping develop this great industry.

We should have a tulip and daffodil bed on every farm and in every city lot.

Dates of Slogans in Daily Statesman  
(Also in Weekly Statesman)

(With a few possible changes)	Drug Garden, May 5.
Loganberries, October 7, 1926	Sugar Industry, May 12.
Prunes, October 14	Water Powers, May 19.
Dairying, October 21	Irrigation, May 26.
Flax, October 28	Mining, June 2.
Filberts, November 4	Land, Irrigation, etc., June 9.
Walnuts, November 11	Floriculture, June 16.
Strawberries, November 18	Hops, Cabbage, etc., June 23.
Apples, November 25	Wholesaling, Jobbing, June 30.
Raspberries, December 2	Cucumbers, etc., July 7.
Mint, December 9	Hogs, July 14.
Beans, etc., December 16	Goats, July 21.
Blackberries, December 23	Schools, July 28.
Cherries, December 30	Sheep, August 4.
Pears, January 6, 1927	Seeds, August 11.
Gooseberries, January 13	National Advertising, Aug. 18.
Corn, January 20	Livestock, August 25.
Celery, January 27	Grain & Grain Products, Sept. 1.
Spinach, etc., February 3	Manufacturing, Sept. 8.
Onions, etc., February 10	Automotive Industries, Sept. 15.
Potatoes, etc., February 17	Woodworking, etc., Sept. 22.
Bees, February 24	Paper Mills, Sept. 29.
Poultry and Pet Stock, Mar. 3	
City Beautiful, etc., March 10	
Great Cows, March 17	
Paved Highways, March 24	
Head Lettuce, March 31	
Silos, etc., April 7	
Legumes, April 14	
Asparagus, etc., April 21	
Grapes, etc., April 23	

**THIS WEEK'S SLOGAN**

**DID YOU KNOW That Salem is a seed growing center of increasing importance; that our soil and climate combine to give advantages to seed growing; that our long and dry and late summer seasons are ideal for the ripening and curing and gathering of seeds, as our earlier weather conditions are fine for the best seed development; that there is large profit in the growing of seeds, though the industry requires painstaking work and intelligent care; that if the industry were properly organized here it would attract wide and favorable attention and furnish remunerative employment to a large number of people and handsome returns for the investment of a large amount of capital; and that there is no more favorable field anywhere for either the investment of large capital or intelligent and competent cooperative organization workers?**

## SEEDS

We buy and sell all kinds of seeds grown in this state having a large wholesale trade as well as a good retail business.

We carry in stock all varieties that are suitable for the Pacific coast and are in a position to fill all orders promptly.

Mail orders are given prompt attention and we ship to all parts of the United States.

We give special attention to Seed Grains, Clover Seed, Vetch Seed, and the different Grass Seeds as well as a full line of Garden Seeds.

Send for list when in the market as you will find it to your interest to do so. All seeds are thoroughly re-cleaned and graded and comply with the various state seed laws of the different states.

**D. A. WHITE & SONS**  
Wholesale and Retail Seedmen,  
SALEM, OREGON

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— We Sell Direct —  
Genuine Eastern Best Quality Furniture  
Repairing, Refinishing, Upholstering  
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Los Gatos, Ezeret  
Oregon—Salem, McMinnville,  
Albany  
Washington—Puyallup, Sumner

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Manufacturers of  
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**DIXIE HEALTH BREAD**  
Ask Your Grocer

**SEND A COPY EAST**

### THE NATURAL SEED GARDEN OF THE WORLD, THE COUNTRY AROUND SALEM

That is, for Many Varieties of Seed—It is Best to Specialize In One Variety, as an Individual—We Have a Number of Specialists Now, Who Have Extended the Reputation of This Section to Far Corners of the Earth—The Marketing of Seeds

(By Ella McMunn.)  
Editor Statesman:  
Never, since the world began, have the prospects of seed growers been so good as now, and while the sun has shown almost too radiantly for many crops it has been just right to mature seeds. Bees to pollinate the flowers could be had for the asking, and many times they came without so much as an invitation, making camp in household dwellings, hollow trees and church belfry, while they carried on their important work which insures bountiful fertility to next year's planting.

To be sure, we have protested against this or that brand of weather, from the very wet June to the very dry July which shortened our season of blossom but hastened the period of seed bearing, so that we may garner our harvest and store it away dry, cured by the sun and in no danger of the mold and sprouting and decay and half-ripeness that in many countries drives the seed grower to despair or the installation of expensive machinery for artificially performing what nature does so bountifully for dwellers of the Willamette valley.

**Natural Seed Garden**  
While for many years I have been "sold" to the idea that the Salem district is the natural seed garden of the world, for many varieties of seed, I am a believer, through dear experience, in specializing in one kind of seed. First, because your orders will soon clear up your stock unless you have a great deal of it, and second, because it keeps you from mixing seeds and misnaming them. A possible third reason would be that in the matter of advertising you gain more by being known as a specialist than a sort of dabbler, just as we question the superior work of an individual who does too many things passably well.

**Marketing of Seeds**  
The question of marketing seeds should come after the process of growing them has been fully described, but so many people, (dozens of them), have asked me where they could sell their seeds after they were grown, that I must put that first, although it would seem logical to most minds that one must have something to sell which may be described and examined and weighed, before putting it on the market. All of which can only be done by first growing the crop. While the blossoms are at their best it is a good idea to write some dealer or some seed house issuing a catalogue and state that you are growing something—say sunflowers for instance—and that the flowers now being prime, you would be pleased to

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Manufacturers of  
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We plan and plant (free of charge), for homes, large or small, all kinds of ornamental shrubs, perennials and rocky plants. Landscape work.  
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**fresh!**  
**BUTTERCUP BUTTER**  
Capital City Creamery  
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### THE SEED GROWING INDUSTRY WITH WROXHAM DELPHINIUMS; HOPE DOND OF ROUTE 5, SALEM, HAS ESTABLISHED HERSELF AS A HOLLYHOCK SPECIALIST; MRS. ARCHIE CLAGGETT OF ROUTE 8, SALEM, RAISES SWEET PEAS, WHILE HUBBARD PEOPLE ARE RAISING POPPIES, AND SUCH SEEDS AS FLAX, GRAINS AND VEGETABLES ARE WELL KNOWN HERE, AND, WHILE NOT STRICTLY SEEDS, I CANNOT REFRAIN FROM MENTIONING THAT WE OF THE SALEM DISTRICT CONTINUE TO LEAD WITH TULIPS FROM THE BIBBLE, FRANKLIN AND ERETHAUPH PEOPLE; GLADIOLUS FROM UPLJOHN, PEONIES FROM JAY MORRIS, AND DALIAS FROM E. V. GOIN, AND NURSERY STOCK CANNOT BE MENTIONED WITHOUT THINKING OF LUTZ, THE OREGON, MATTHIS, E. A. BENNETT, AND THE GREENHOUSES SUCH AS ADAMS, BRIETHAUP, MARUNY, SMITH, AND PLANT.

(The address of Miss McMunn is Route 8, Salem, though she will probably not thank The Statesman for giving it, on account of the correspondence it will oblige her to answer.—Ed.)

### THEY CALLED BENT GASS MAN CRAZY

But Now the Industry in Coos County Has Come to Be Known Widely

(Under the heading, "They Called Him Crazy," the Portland Telegram has the following:)  
Now we know where the bent grass seed comes from. It is Coos county. Bent grass is the beautiful grass sown on golf links. It makes the finest and most even turf of any grass known.  
For these facts we are indebted to the Coos Bay Times, which says:  
"Lyman Carrier is the pioneer bent grass seed dealer in Coos county, having come to Myrtle Point from his former position with the crop department of the United States department of agriculture. About four years ago he began by paying farmers in the valley \$15 for the privilege of threshing the seed from their bent grass lands. They called him 'crazy' at that time.  
"Now, and largely through his efforts, the bent grass seed industry in Coos county has come to be known to seedmen in all parts of the United States."  
The seed sells for \$1.25 to \$2.50 per pound. It is one of the best paying crops in Coos county.  
The story illustrates what a man with a good idea can accomplish if he sticks to it and pays no attention to the scoffers who call him "crazy." Every great man who accomplished anything in the world has been called "crazy" at one time or another.

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A Superior Breakfast Food  
A trial Will Convince You

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**BOND — LEDGER — GLASSINE GREASEPROOF — TISSUE**  
Support Oregon Products  
Specify "Salem Made" Paper for Your Office Stationery.

### 24,500 ACRES IN CLOVER, NEED MORE

Almost Unlimited Market for Red, Alsike and the White Clover Seeds

The Salem district produces the finest clover seed to be found in the United States or any other country for that matter. Local seed dealers are constantly receiving letters from such concerns as the Philadelphia Seed company, the St. Louis Seed company and other large eastern seed buyers who are scouring the market for the best seed obtainable. These dealers are clamoring for car load shipments of Willamette valley clover seed and offer attractive prices for all they can obtain. They are buying it to mix with eastern seed on account of the bright color and unusual size of the local seed. This mixing of the superior Willamette valley product with the eastern grown clover seed raises the quality of the latter and renders it capable of commanding a higher price.

**Future Great Industry**  
Old timers in the valley used to think that clover would be a failure here because there was no outside market for the seed, but today conditions have changed and the producer of clover seed is assured of a splendid market for all he can possibly raise and more. This is an industry which should, can and will be developed into great proportions and will mean more money in the bank for our farmers and a corresponding growth of our industries back of the land.

This district, without irrigation, produces the heaviest crops of clover in the whole country, according to government reports. Our climate is especially favorable to the successful production of bumper clover crops, both the first crop of forage and the second crop of seed. We enjoy a cool growing period in summer with plenty of sunshine, but freedom from excessive heat such as is experienced in the east.

The market for our red clover, alsike, and white clover is practically unlimited, and no crop is better for keeping up the fertility of the soil. Clover averages from two and a half to four tons to the acre for hay, besides producing a substantial seed crop. We have over 24,000 acres in Salem district in clover and need many more.

**Colds Are Dangerous**

Perfect functioning of the organs of elimination will mean the abolition of colds. Chiropractic Adjustments given according to a Neurocalometer reading means the removal of the nerve pressure which prevents perfect elimination. Remember the Neurocalometer locates nerve pressure. Chiropractic Adjustments remove nerve pressure. Neurocalometer readings by appointment only.

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