

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

# SALEM DISTRICT INDUSTRIES

## :-:-: Ninth Consecutive Year :-:-:

THE STATESMAN dedicates several pages each week in the interest 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 section. Help make Salem grow.

### SOME LANDS HERE THAT HAVE NETTED THEIR SELLING VALUE IN ONE YEAR

Others That Will Net \$150 a Year, Though Their Selling Value Is Around \$250 an Acre—Irrigation Systems in Hop Yards That Have Paid for Themselves in One Season With Increased Net Returns

Editor Statesman: What is the true value of agricultural land? This question has provoked much discussion, particularly in the west, where land prices have not reached the stability which marks prices of lands in the more thickly settled and older communities. However, the true value of agricultural land is the amount per acre upon which it will return a fair rate of interest.

It is difficult to compare returns from agricultural pursuits with salaries paid in the cities. A salaried man receiving \$3,000 per year generally winds up the year with no balance left in the bank. He has used up his entire income on living expenses. On the other hand the farmer who winds up the year with a bank balance of \$100 is pretty apt to figure that this represents the year's income from the ranch. It is the certainty with which the farmer can depend upon the \$100 balance on the right side of the ledger which makes farming a success or a failure.

Two elements generally govern this balance—crops and markets. These in turn govern the price of the land. Perhaps the best established land prices in the vicinity of Salem are those lands lying in what is known as Lake Labish, a few miles north of the city. In thinking of the value of Lake Labish lands, people have become accustomed to thinking of \$1,000 per acre. Based upon the capitalization of the average net returns per acre, the value of these lands would exceed considerably \$1,000 per acre.

Net Over \$1000 an Acre In fact there are many incidents when the net returns from these lands have exceeded \$1,000 per acre. The production of a good crop each year on Lake Labish is practically assured, as the lands are irrigated by pumping or by sub irrigation from the drainage canal, and the moisture which is generally the controlling element in a crop production during the months of June, July and August is under the control of the farmer.

Land values for small tracts in the irrigation project at West Station are fairly well established at \$250 per acre for land and water rights. The question is, can the owner of such lands pay interest on this investment?

Net Returns Over \$150 An Acre The land produces from four to eight tons of string beans per acre which are contracted with the Oregon Packing company and the Station Canning company at \$75 per ton. It costs \$25 per ton

to have the beans picked, and there are other expenses in connection with their production. Assuming a crop of four tons to the acre, the gross returns would amount to \$300. It is safe to assume that the net returns will exceed 50 per cent of this amount, or \$150 per acre. It is obvious that these lands on an interest-paying basis greatly exceed the established value, though it must be kept in mind that the area of beans which any one can handle is comparatively small.

Other Cash Crops The gross returns from pepper mint on these irrigated lands have exceeded \$150 per acre, of which it is estimated that \$100 per acre is profit. Potatoes, tomatoes, berries and all kinds of truck garden products can be successfully grown on these lands, and the gross returns per acre are very high. Though the area which can be successfully devoted to truck gathering is comparatively small.

More Than Paid For System Many of the best hop yards are daily being irrigated. The owners of some of these yards have installed expensive irrigation systems. One grower recently stated that during 1927 the added returns from his yard due to irrigation more than paid for hop yards, but it is safe to assume that the returns from any successfully operated hop yard would pay interest upon a higher valuation than is generally placed upon this property in this vicinity.

We venture to say that if the irrigated land of Lake Labish, with its very high returns from celery production, the irrigated lands in the West Station district, with its wonderful bean crops, or the irrigated hop yards, with their assured returns, were in California rather than in Oregon, their returns would be fully capitalized and their values placed accordingly. These lands could not then be purchased for the prices at which they are being offered today.

PERCY CUPPER, Salem, Ore., June 6, 1928. (Mr. Cupper was formerly state engineer. He is the engineer for several irrigation and other projects in this section.—Ed.)

Alfalfa makes good silage, according to tests carried out by the Oregon Agricultural college experiment station. If weather conditions are such that hay cannot be cured, the crop may be put in the silo. Half cured alfalfa is not as good for ensilage as when fresh but its use as such is far more profitable than losing it.

### FARM PRICE INDEX HIGHEST IN 3 YEARS

A farm price index the highest in almost three years is reported by the bureau of agricultural economics, United States department of agriculture. This index on May 15 was 148 per cent of the pre-war level, an advance of 8 points since April 15. At 148, the bureau says, the index is 22 points above May a year ago and is the highest point the index has reached since August, 1925. It is the highest May figure since 1920.

The advance during the period April 15 to May 15 is accounted for by increases in all groups except dairy products which showed a seasonal decline of 3 points. Grains advanced 16 points, fruits and vegetables 2 points, meat animals 9 points, poultry products 7 points, and cotton and cottonseed 12 points.

The farm price of wheat was 11 per cent higher on May 15 than on April 15, the bureau reporting that the unfavorable winter has resulted in one of the heaviest abandonments of winter wheat on record. The condition of winter wheat was about 10 per cent better on May 1 than a year ago, indicating a production about 11.9 per cent less than in 1927.

### 'SILENT NIGHT' FOR BARNYARD SOLOISTS

AMES, Iowa, June 2.—(AP)—Veterinarians of Iowa state college have performed operations which effectively and harmlessly silence animals whose vocal characteristics have developed to the point of being a nuisance. The process has reached the point where it nearly always is successful.

"Roaring" horses have been permanently silenced, and dogs that have yelped loudly and continually have been "de-barked." In a similar operation goats have been "de-beated" in a clinic by Dr. W. F. Guard, head of the veterinary surgery department, and his assistants.

The silencing operation originated, Dr. Guard says, during the war, when it was necessary to "take the Bray out of mules to be used near the front to prevent troop movements from being revealed to the enemy.

The operation was accomplished by removing a part of the vocal apparatus in the throat, which allowed the vocal chords to grow fast to the sides. Once grown fast, the chords no longer vibrated and the mule was successfully "de-brayed."

Afterwards it was found that "roaring" horses likewise could be cured by vibrating the vocal chords from vibrating excessively. Extraordinary vibrations of a "roarer" decrease the horse's efficiency by making it short-winded, Dr. Guard found.

The operation in the case of goats and dogs is somewhat different, although in both cases vocal chord vibration is eliminated. "De-beating" and "de-barking" both are accomplished by removing a section of the vocal chord. The operation is described as simple.

### NEW DIRECTIONS FOR LEAF MUSIC

GLENDALE, Cal., June 9.—(AP)—An ordinary leaf is a musical instrument in the hands of John W. Norviel, Glendale city director of recreation.

Children long have held blades of grass and leaves between their thumbs and produced shrill whistles by blowing on them, but Norviel takes almost any kind of a leaf and plays popular or classical airs.

Here are his directions for playing: "Hold the leaf firmly against the lower lip so that it extends across the small space between the lips with rounded edge resting upon the upper lip. Blowing then causes vibration of the narrow protruding portion and a tone results. The vocal cavity acts as a sounding box, and the lips, tongue and pharynx are the control mechanism as in whistling.

"The lower side of the leaf produces a more pleasing tone than the upper. The range with the average leaf is from 'G' to 'A' below middle 'C' upward two octaves and two notes. The tone quality of the leaves varies from the softness of a muted violin to the shrillness of a piccolo."

### MAKING 15 PER CENT ON \$1000 AN ACRE VALUE, AND IS INCREASING

Cherries and Walnuts Pay Well—A Number of Instances Where Incomes Are in Keeping With High Land Values—Farmers Who are Making Good in Dairying, a Branch That Especially Needs Developing in the Willamette Valley

Editor Statesman: With reference to your inquiry relative to land values in the Willamette valley based upon actual returns, I will say that where proper rotation of crops and fertilization of the soil is practiced, the owners as a whole are making good returns on their investments. The following actual instances will be practical illustrations:

Actual Results One man whom I have in mind owns a 20 acre cherry and walnut orchard. He hires all of the work done and keeps an accurate record of his costs and incomes. His net return on his investment has averaged 6 1/2 to 7 per cent interest on a valuation of \$20,000 for the last five years.

Clearing \$2000 and Over Another farmer of whom I know owns 20 acres within just a few miles of Salem, which he values at \$14,000. That farm is divided as follows: nine acres of prunes, two acres of pears, four acres of cherries, four acres of filberts, and one acre of walnuts. Some of the orchard is not in bearing, and all of it averages from four to five years old. In between the trees on 12 acres black raspberries are grown. This man is clearing about all expenses each year, an average of \$2,000 and over.

\$1000 on 20 Acres Another farmer owns a 20 acre farm within two miles of the heart of Salem, which is planted six acres to Royal Ann cherries, of which three and a half acres are bearing; four acres of peaches; four acres of newly planted walnuts, and a little other miscellaneous fruit. His income from the place in 1926 was \$1600, of which \$1300 were the proceeds of his share of the crop.

Making 15 Per Cent on \$1000 an Acre I, also, have in mind a walnut orchard which is producing, year in and year out, 15 per cent on a valuation of \$1000 an acre above all costs, including pay for the owner's time. The income on this orchard, which is only 15 years old, is increasing each year. The foregoing illustrations are returns based on orchard values as well as land values, and should be so considered.

### FARM PRICES AND FARM CROPS ARE COMING BACK, SAYS THIS EXPERT

Prices Are Better Than They Were for Things the Farmer Has to Sell—There Are More Farm Sales Than for a Long Time; More in Last Year Than in Seven Years Preceding—Some Farmers Who Are Making Good by Improving Their Soil

Editor Statesman: Farm prices and farm crops are coming back. For about seven years the farmer has had hard sledding. When land and crops have been down that long, it is a sure thing that a change is in near sight.

Already there have been some changes occur over night. Beef cattle, for one thing, are out of sight after being down about eight years. Last fall farmers sold oats delivered to the mills for 50 cents per bushel. Now they are selling good gray Waldo Hills oats out of their bins for 80 cents a bushel.

In eastern Oregon they have contracted wheat for \$1.40 per bushel for the coming crop. Wool was 34 cents last year. Now they are paying 50 cents per pound and even 52 cents for medium staple. Grade ewe sold last winter for \$20 per head.

California buyers are coming here and buying \$100 per cow, in many cases taking the whole herd at that price, or \$125 for cows bought in single lots.

One may ask, then why hasn't land value come up? In the first place, these higher prices have just come. Wait till the farmer sells his crops at these new prices. There has, though, been more farm land sold and exchanged in the past year than in the seven years before. If you have been busy and not around much, you may not have heard of many sales being made. In my work with the farmer, I have come in contact with a large number of sales and exchanges. Now these are not all exchanges or on time sales. I know of many valley or eastern men who have bought farms and paid cash. To show that farms can be

I was just talking the other day with the owner of a farm of 119 acres which has been rented for a few years, except that the owner retains the use of the buildings for a home, raising poultry, and keeping a cow or two; garden and fruit is also retained by the owner. The place is valued at \$16,500. The owner's share of each year's rental has averaged from \$1000 to \$1200 annually. The crops grown on this place are the ordinary farm crops of clover, vetch, wheat, and oats. These returns are in addition to the fruit for home use, garden and poultry returns.

14 Per Cent on \$200 Value A farmer near Hopedene owning a 223 acre farm, highly improved, and valued at \$50,000, has 60 acres of bearing hops. The balance of the farm is not very intensely cultivated and the owner does not try to run the farm for capacity income, but his net returns for the past 10 years on that property have averaged better than \$7,000 a year, which is 14 per cent on the valuation of better than \$200 an acre.

Dairying is Profitable One other illustration will, I think, give you a fairly typical illustration of the returns that may be expected from a dairy farm. A short distance from Salem there is a man who is keeping 30 head of cows on a hundred acre place, of which number 15 are milch cows. The farm stock and equipment is valued at \$20,000. The gross income is averaging about \$600 a month. The net income, after allowing for all expenses including the owner's labor, is better than \$3000 annually, or in other words, a net income of 15 per cent on the owner's valuation of his property.

There is not a branch of farming that needs development in the Willamette valley more than the dairy industry, and the farmers who are handling cows intelligently are making money. Orchard and farm values in the Willamette valley are on a conservative basis, and the farmer who will use the more improved farming and orchard practices will make money.

A. C. BOHRNSTEDT, Salem, Ore., June 5, 1928.

It takes time and money to build up the worn out land. It is true the fruit man is hard hit, but only when he put out too large an acreage and did not diversify enough.

When such farmers as the Gilberts and Riicks have bought in the past few years 500 and 600 tons of lime, and started with very poor soil, and today are raising fine alfalfa, sweet clover, vetch, red clover, rape, corn, and good grain crops, these farmers and farms should be watched, as here is a good example of what can be done with a farm. F. A. DOERFLER, Farm Advisor, First National Bank, Salem, Ore., June 7, 1928.

### LETTUCE NEEDS IODINE, IS FOUND

Iodine has been found to increase the growth of head lettuce, say soil specialists at the Oregon Agricultural college experiment station. Preliminary fertilizer experiments have been made in the college greenhouses and show a significant increase in growth from the inclusion of one part per million of iodine in the form of potassium iodine in water culture used for the production of head lettuce. One part per million has been found helpful, but four parts per million appears to be harmful.

Claims have been made that Chilean nitrates were more valuable than synthetic nitrates on account of traces of iodine found in the former. Soils over large areas in the northwest are believed to be very low in iodine. Preliminary tests show that iodine salts will increase iodine content. However, it remains to be determined to what extent iodine in plants is assimilated from organic compounds.

### MADE GOOD ON \$210 AN ACRE LAND HERE

Bought It 6 Years Ago, Went in Debt \$5000; Now \$5000 to the Good

Editor Statesman: Salem and vicinity are especially good for "diversified farming." In some localities very few products can be grown, but in Salem vicinity nearly every thing can be grown, that can be grown any place.

One farmer in this vicinity purchased 110 acres of land six years ago in debt \$5000 on this land. Now, debt \$5000 on this land. Now he has \$5000 to the good. How did he do it? By "diversified farming." This farmer raises corn, clover, vetch, oats, wheat, potatoes, vegetables and fruit, also has a small dairy, poultry and hogs.

Good land in the Salem vicinity can be bought for reasonable prices and can be made to pay returns on the investment if properly farmed.

W. E. MOSES, Salem, Ore., 551 Court St., June 9, 1928.

### SUBURBAN HOME LAND CHEAP HERE

Salem's Greatest Opportunity Is as a Location for Such Homes

Editor Statesman: Salem's greatest opportunity is as a location for suburban homes. We do not believe there is another state capital in the United States where land within a radius of five miles of the city can be bought at the low price that it can around Salem, the state capital and county seat of Marion county. And I am sure there are not many state capitals located in the center of a more productive valley with paved roads leading from every direction into a beautiful city.

Every acre of unimproved land within five miles of this city should be worth at least \$1,000, and every five acre tract should

Farm Lands Are On the Upgrade. Now is the time to buy. I specialize in high class Farms, Stock Ranches, Fruit and Nut properties. See me if you want to buy. See me if you want to sell.

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# EDITORIAL

WANTED, A NEW BIRTH OF FAITH

What is cheap land? Land is cheap that can be made to earn a high rate of interest on its cost, after the payment of all expenses, including allowance for depreciation of equipment, taxes and good wages for operation and management land that will keep on doing this year after year, indefinitely—

If the land be located within easy distance from the advantages of schools and other necessities of civilized and cultured life. Land is not cheap, though it have the possibilities of profit making, without the latter advantages.

By this measure; by these two measures, the Salem district has the cheapest land in the world.

Salem is essentially a farming center; a fruit growing and gardening center. The greatest prosperity and growth of Salem will come and will endure with the greatest prosperity and growth of the surrounding country—

And that will come with the best possible use of the land; with the production of the most valuable money crops on each acre of land; with intensified and diversified farming developed to the limit, following the slogan, "More acres and more to the acre," and sticking everlastingly at it.

To the prospective new comer, the writer will say that a well posted man made the assertion not long ago that there are more than 100,000 acres of land within a radius of twenty miles of Salem that, planted to the right crops, may be made to produce money returns that will pay for the present purchase price of the land each year.

That is a rather sweeping statement; but he proved it. And that land is surely cheap that will pay its entire cost each year. That statement cannot be made of any similar body of land in the world; and proved.

And land values here will go on steadily increasing for generations, when the land is put to the right uses.

For instance, filbert trees will increase in value for many years; so will walnut trees—for hundreds if not thousands of years.

With proper rotations and renewals of fertilization, our land will never wear out. The oldest land in the world in continuous use is the richest land in the world; for instance, in France and Italy and Spain.

The Salem district has the cheapest land in the world; considering what the buyer may now secure it for, and the products that are possible—

That is, considering its potential productive value—

And the full potential value of any single acre of land in the Salem district will not be realized till it is put to its best use. For instance, beaver dam land in this section is worth perhaps \$100 an acre to raise hay on, while it is well worth \$1000 to \$1500 an acre on which to raise celery or onions or onion sets or head lettuce. It is worth several times its hay price to raise mint on.

The same claim may be made as to good land for walnuts, filberts, red or black raspberries, evergreen blackberries, loganberries, etc., and as to three or four or five story farming in a number of combinations, as for instance tree or bush fruits and nuts and poultry and bees.

And there is a great possible diversity—

As has been said and repeated many hundreds of times in these columns, this is the land of diversity; this is the country of opportunity.

Considering the above facts, Salem needs a new birth of faith in the future of our industries on the land—

Needs this new birth for her own people— Needs also the vision, vigorously acted upon, to invite more good farmers to come and settle on our lands; to the end that our slacker acres may be used to their full potential possibilities—

Needs major irrigation developments—

And we need investment companies to divide up our large holdings and back purchasers of small tracts to the limit of making their holdings pay, by having the right equipment and methods of working their acres.

Salem will be the solid city it ought to be, with an enduring backing only when we have more prosperous farmers—and still more and more of them—

With the industries on our lands joined up with our industries in the towns and cities.

Close-in Large ROOMING HOUSE  
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Rooming House Easy walking to all business, \$6250.  
Income property close in—one of the best buys, \$1200.  
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New nice 4 and 5 room houses with 1/2 acre of good soil. All City conveniences with County taxes.  
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SPECIAL  
157 acres of fine land, 140 in cultivation. Fenced in 7 fields. Mostly sowed to clover and grass. Several acres of Beaverdam-land. Good buildings. Improvements are worth \$10,000. Owner will sell for \$15,000.00 and take Salem home in trade up to value \$6000.00 and give very fine terms on the balance. The place is clear of all incumbrances.  
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### THIS WEEK'S SLOGAN

DID YOU KNOW That the cheapest lands on earth are here in the Salem district; that you can buy good farm lands here for less than \$100 an acre; less than it costs to provide for irrigation in many projects; lands that are as rich as those of the Nile valley; that you can buy lands here, and, by the best farming methods, make them pay their original cost every year; and, with nut culture, you can make them pay several times their cost, each year, in time—can make one walnut tree as valuable as 60 acres of land at present prices; that if the truth can be fully known, the land hungry will flock here from every direction to put every idle acre to use, and every slacker acre to full use, and help to feed the hungry world and clothe the naked world with our products?

Dates of Slogans in Oregon Statesman

(With a few possible changes)	Grapes, Etc., April 29
Loganberries, October 6, 1927	Drug Garden, May 6
Prunes, October 13	Sugar Industry, May 13
Dairying, October 20	Water Powers, May 20
Flax, October 27	Irrigation, May 27
Filberts, November 3	Mining, June 3
Walnuts, November 10	Land, Irrigation, Etc., June 10
Strawberries, November 17	Floriculture, June 17
Apples, Pigs, Etc., Nov. 24	Hops, Cabbage, Etc., June 24
Raspberries, December 1	Wholesaling, Jobbing, July 1
Mint, December 8	Cucumbers, Etc., July 8
Beans, Etc., December 15	Hogs July 15
Blackberries, December 22	Goats, July 22
Cherries, December 29	Schools, July 29
Pears, January 5, 1928	Sheep, August 5
Gooseberries, January 12	Seeds, August 12
Corn, January 19	National Advertising, Aug. 19
Celery, January 26	Livestock, August 26
Spinach, Etc., February 5	Grain & Grain Products, Sept. 5
Onions, Etc., February 12	Manufacturing, Sept. 12
Potatoes, Etc., February 19	Woodworking, Etc., Sept. 19
Bees, February 26	Automotive Industries, Sept 26
Poultry and Pet Stock, Mar. 4	Paper Mills, Sept. 30
City Beautiful, Etc., March 11	(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 topics 5 cents.)
Great Cows, March 18	
Paved Highways, March 25	
Head Lettuce, April 1	
Silos, Etc., April 8	
Loganberries, April 15	
Asparagus, Etc., April 22	