

SALEM The Second City in Ore.

(Continued from first page.)

best of its resources are successfully engaged. Salem will grow, and grow rapidly. She has fixed her own pace, and her pride and thrift will keep her to it.

By the time the countless thousands of touring Easterners reach here to mark the glories of the Lewis & Clark Exposition at Portland, this city, beautified to the last degree of which it is susceptible, famed as the biggest hop-centre on the continent, known everywhere as one of the great grain depots of the world, and a fruit centre from which the larders of the mighty are replenished, will constitute a staple attraction to rival the interest accorded the Exposition.

All this pre-supposes watchfulness and activity on the part of those who are to gain the advantages incident to such development. Not only the private individual with his restricted field of investment, but the corporate agencies in which repose the heavier investments and interests of the community; and not these will suffice to force the city to the pinnacle of achievement; civic Salem must get in line to reap its share of the good things in store; the city and its government must strain every nerve to win quick and appreciative notice from the roving host of sight-seers, home-hunters, and eager investors who will form the major part of the Eastern contingent; the city must be put in prime condition; the streets must be systematically treated until they are clear and clean and beautiful from every point of view; the sidewalks must be put in orderly condition, urban and suburban, and new ones built constantly, until there is an unbroken line of easy foot-ways from one end of the city to the other; the parks must be graded, cleaned and adorned until they are known, at the merest glance, for what our fathers intended them; the bridges must be made over and while they are being rebuilt and strengthened, they should, also, be made more attractive; there is not a handsome structure of the sort in the whole neighborhood, architecture having been sacrificed to economic sturdiness; the sylvan beauty of

many of the spots adjacent to our bridge warrants a little more care in making the bridge fit the sense of which it is likely to be a leading figure; some system of local sprinkling should be evolved that will make the one-hundred-foot streets of the Capital City a delight to the people who are used to that kind of thing at home; if possible, the lighting service should be enhanced all over the area of Greater Salem; in fact, public and private wealth must contribute amply to the accomplishment of such conditions in and about Salem as will put the municipality in a proper light before the travellers who will expect much from the headquarters of this great state, the proud history of which will be then and there symbolized by the world's fair at Portland.

There are two years in which to get ready. Ample time in which to plan the schemes of improvement and carefully prepare for the cost entailed. There is no need of any new debt in unfolding a program of this kind. Let the work be done by degrees, a little at a time, here and there, as the public and private purses of the city will permit; the chief thing to do is TO KEEP ON DOING SOMETHING. Don't let up. If your neighbor needs a hint give him one by fixing up your own place; if the city is neglected, say a cheerful word of suggestion to your councilman and urge him to open up the matter, and, whatever you do, DON'T discourage him by whining and complaining to him every time he tries to make your city more attractive and healthful; keep an eye on the great fair-year and live up to the opportunity it offers you for a safe and remunerative investment in your own city, for whatever is spent here in the coming two years, (provided enough is spent wisely) will bring back ten dollars to one, in increased population and the new homes and business allied to such accessions.

This is the time to be active and cheery and sure-handed; the country around Salem is slightly in advance of the city, and this gives the city an extraordinary chance for doing a whole lot by way of catching up; the way is plain; the incentive keen; the subject superlative; the means, adequate; the spirit of expansion is abroad in the land, and under the influence of the lessons taught this year of progress, Christmas of 1902 will see the beautiful capital of Oregon the most talked of town between the Cascades and the Pacific.

The Hop Industry of Oregon. The importance of the hop industry in Oregon can best be appreciated by a comparison of its output for 1902

with the other hop growing states, the figures of which are as follows: New York state harvested 20,000 bales. Washington harvested 20,000 bales. California harvested 50,000 bales. Oregon harvested 80,000 bales. And yet the history of hopgrowing in Oregon dates back less than 25 years, and as an indication of its

growth it will surprise the average reader to know that only ten years ago the output was only 25,000 bales. The yards of the state combined would form one enormous area of over 17,000 acres containing more than 15,000,000 vines yielding in an ordinary season a fraction over a pound to the vine. In the meantime with the growth

of the hop business, Salem has become one of the most important buying markets in America. More buyers have their offices there than in any other market, there being twelve firms actively engaged in buying hops out of about 22 in the entire state and this does not include those buyers who make their headquarters in Salem for a part of the season only. In Portland there are only four firms located, while in Aurora there are three, and Dallas, Albany, Silverton and Independence have only one each, although in most of these places there are local agents acting for the Salem buyers.

Both in climate and soil, Oregon is ahead of all other countries in natural advantages for the successful growing of hops, and as the country fills up it will not be long before the bulk of the hops of the world will be raised in the Willamette Valley. Oregon hops command the top price in the English market and this year was no exception to the rule. Some growers realized 26c for their crop, but the majority brought about 25c, although quite a portion of the crop was contracted prior to harvest for about 15c per pound.

It costs at present scale of wages 8 1/2c per pound to put hops in bale, so that those growers who sold their hops at 25c made 16 1/2c per pound or \$165.00 per acre on land that yielded 1000 pounds to the acre.

The bottom lands along the banks of the Willamette river, especially those in Marion county opposite Independence produce more hops to the acre year in and year out than any other land in the world. Heretofore growers shunned the bottom lands on account of the liability of the hops to mold, but now that it has been demonstrated that spraying will prevent mold, this land is in high favor. In 1902 some of the hopyards in these bottom lands yielded over 2200 pounds to the acre, making the cost of production less than 7c per pound and at 25c per pound this means a profit of \$100.00 to the acre; even at 12 1/2c per pound there is a profit of 120.00 to the acre making the land very valuable indeed.

Oregon has considerable land suitable to the culture of hops that can be bought at from 75 to 100 dollars per acre and which will yield about 1000 pounds by the third year and yet growers will continue to raise hops SIX

in New York State and other countries where they are by no means sure of a crop and where the yield even in good

years is much below that of Oregon, and the cost of production greater. As an instance of the uncertainty of the crop in New York State and England it will interest the reader to know that ten years ago New York state produced 180,000 bales of hops, last year it amounted to 65,000 bales and this year it fell to 20,000 bales and that while England raised 660,000 cwt. in 1901, the yield in 1902 was only 311,000 cwt. What the yield in these two sections will be in 1903 no one knows, but it is safe to say that Oregon will continue to grind out over 1,000 pounds of hops on every one of its 17,000 acres devoted to the culture of hops.

This past season has put Oregon growers on their feet, they are no longer in debt and can look the world in the face. Those growers who have not sold their hops seem to be in a hurry to sell and are strongly of the opinion that they will obtain thirty cents for their product soon after the holidays, and the firmness they have so far displayed in their determination to hold out has been a surprise to the hop dealers, some of whom have sold hops to the buyers for future delivery below the present market in anticipation of a break on the part of growers, whom they figured would be most anxious to realize on their hops as soon as the British demand for immediate consumption had abated.

Brewers in the meantime are not buying their seasons requirements and are adopting a hand to mouth policy hoping thereby to wear the grower out, but the growers are determined to hold out and it is now a question as to who will stay the longer, and it is evident that it is a question as to whether the brewer will need hops more than the grower will need the money. In the meantime the consumption of beer is on the increase and it is a long time before the next crop is harvested and there is no guarantee that it is likely to be larger than its predecessor.

The most appropriate Christmas present in the East this year seems to be a ton of coal. After the hot fight between San Francisco and Portland for the government's transport business, and Seattle won, now it seems Portland will get more than ever, and Tacoma papers say that port will get the bulk of it, and Frisco is not left out in the cold. That is right; Give everybody a little of a good thing.

Northwest Nurseries.



T. D. Jones, Proprietor.

The subject of this sketch, whose portrait appears above, has been in the nursery business for nearly forty years, and is probably the oldest in the line at Oregon's capital city. Mr. Jones learned the business in his boyhood days in Wisconsin, and has conducted the "Northwest Nurseries" at Salem for twenty-seven years at his present place. In the nursery line he keeps everything that there is any demand for and does what all in his line cannot best of, he guarantees every tree or shrub to be true to name and sound when it leaves his place. He prides himself upon the fact that any man who has ever bought of him is a customer for life, and simply because he makes all his pledges good. This is easily done because he grows everything under his own care and supervision. He is indeed the old reliable, and whoever has gone on doing business at the same stand for over a quarter of a century knows that this fact is the highest recommendation that any man can have in what ever line of business.

POINTS FROM THE CHRISTMAS STRONGHOLD

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