

INQUIRE ABOUT OREGON

Thousands of Letters Received Every Day by Oregon Boards of Trade.

The publicity campaign of the past year or two is not bearing fruit. Every commercial body in the state is being flooded with inquiries from the middle west, the south, and indeed from far away New England, concerning Oregon. These inquiries are not confined to any class or business, but the whole country seems to have awakened to the grand opportunities Oregon offers along all lines. From every town and city in the state big enough to support a board of trade comes the same statement—"Hundreds of letters received inquiring about our section," and this is phenomenally the case in Salem.

In speaking of this condition a Portland paper says: Oregon is in line for getting its share of this population drift. People who are seeking new locations, where there are greater opportunities, are reading and asking about Oregon and many are coming this way. The flood of inquiries received at the Commercial Club shows that the publicity work so far done has been valuable for it has created a favorable impression of this state in the minds of the people of the east. They know that Oregon is a rich agricultural state with a mild climate. The letters being received now ask specific questions about details.

The wealth of inquiry teems with interest in Oregon farm lands. The letters indicate primarily an interest in the newer sections of the state and show that the country, not the cities, is the proposed point of attack.

Many want fruit lands, some cattle ranches, others want to engage in dairying or poultry raising and still others are professional men who believe they can find a better opening here than in the older east. Some want to know if they can find a secure homestead near the Portland city limits where he can grow poultry or vegetables for the city market.

There is a wealth of human inquires out here, but the base of the than one-fourth of the inquiries could be answered by anything less than a personal letter. Less than a personal letter is the who publicity department is he who tere in the mass of inquiries. The whole course of a life may be changed by the answer to each letter. In this regard the club feels a great responsibility and the most careful individual attention is given to each inquiry. In fact so interested do the writers seem to be in Oregon and so definite are their purposes that it is impossible to follow set forms in answering the queries. The letters are individual and show of coming to Oregon to answer the recent advertisement are counted upon as prospective citizens of this state, provided they can find what they want. Pains are taken to familiarize home-seekers thoroughly with the conditions in all sections of the state so they may make a choice of the district best suited to their wants.

Climate is an important element in reaching a decision to make a change in residence. This fact appears in most of the letters to escape from the extremes that afflict residents of the east seems one of the chief incentives to make a change.

City People Also Coming. A vast number of city dwellers, professional and business men, not farmers at all, are interested in the Oregon fruit lands. These people write asking if they have a reasonable chance of success in fruit culture. They are aware that some of the most notable successes in this line here have been made by professional men who have brought their brains with them in undertaking their new work and whose business sense seems to aid them in getting the best results.

Women, apparently making their own way in the world, write for data on fruit and poultry ranches that they themselves can manage. No foolish inquiries have so far been received. All show intelligence and earnestness. Information about this favored Pacific coast country is what they are asking.

People who write are by no means "down and out," looking for some new place to start life over, after making a failure of it, for probably the majority of the inquiries tell of capital at hand in stated amounts and ask how it can best be utilized.

One writes asking what returns money gets out here, saying he is realizing from 2 to 5 per cent at present, and asks if he can do better on the Pacific coast. Substantial Portland improvements have made city bonds a good security, judging by some of the letters that show a desire to invest in them. One man writes from Chicago that he is in a position to place \$1,000,000 here in investments and seeks to get in touch with local financiers.

Every state is well represented in the flood of inquiries. During the past few days, letters from abroad have been coming in. Many of the letters are from business men, established elsewhere, who want the opportunities in their lines here

that they may move to a country of better climate and surroundings.

That many people have their minds made up to come to the coast but have not decided where to locate is shown by the letters. One wrote that he had anticipated coming for a long time, but could not determine where he would go. He preferred California, his wife Oregon. He will be sent a lot of Oregon literature that is pretty certain to change his notions about this state. In the letter answering his inquiries he was congratulated on having a sensible wife. As a matter of fact, many inquiries come from California.

Men interested in some way in the lumber business, realizing the exhaustion of the timber supply in the east and south, write for information along this line. Here is where Oregon makes a strong showing, and her timber resources are proving very attractive to eastern people.

Here is a typical letter from Texas, the name being omitted: "Will you please send me what authentic information you have at hand relative to conditions and opportunities in Oregon. I don't want hot air about this or that proposition. I desire reliable information of the general conditions in your state as they are at present regarding health and the chances one might have to succeed, provided he came equipped with \$5,000 or \$6,000 and a fair degree of health."

"Do you grow any of the tame grasses and is farming fairly remunerative? Do you have excessive rainfall?"

"I shall make a visit there some time this fall and if I find conditions as fairly represented I shall locate somewhere in the northwest."

Here is part of another from Nebraska:

"What can a man do with from \$12,000 to \$15,000 in buying land and in farming? I was out there four years ago and am sorry I did not stop longer. As it was I was somewhat stuck on Portland. I should have invested at that time. I have never been satisfied since I came back to Nebraska to live. I can make a good living here, but the climate and long winters and cyclones and lightning I do not like. I believe, while I could not do any better financially probably, that I could enjoy life better and do as well. Please send me some of your booklets."

A man writes from New York City saying he has some very profitable investments in the northwest now and would like to take on more of the same.

Manufacturers Looking This Way. An iron manufacturer writes from Pennsylvania asking the outlook for such an industry here. Other manufacturers of various kinds show their interest by similar questions.

A man living in Toronto, Canada, gives his personal qualifications and resources and asks what his chances for success here are. He has money, too.

Two brothers want to engage in the telephone business here, preferring a small city where they can buy and operate an exchange.

Another man from the south wants to go into coal mining or oil development in this state, asking about chances for profitable investments in these lines.

So numerous are the inquiries that it is impossible to give any idea of the range they cover and the questions they ask. Fortunately, before the advertisement appeared, the various commercial organizations throughout the state, 93 in number, making up the Oregon Development League, were advised of the forthcoming exploitation stunt and urged to get booklets ready so as to take advantage of the inquiries. They did so and the names of all inquirers are sent out to the allied bodies so that literature from all parts of the state is sent to the various addresses in addition to a personal letter from Manager Richardson's office of the Portland Commercial Club.

The campaign for settlers is getting results and it will have a powerful effect in adding to the population of the state during the coming year.

GOODLY CROWD CAME DOWN FROM ALBANY

A fairly large crowd of Albany, "the apple city," people arrived in this city yesterday afternoon on the overland, and were greeted by the Cherry Fair officials and the Salem Military Band. The people from Albany have attended the Salem event liberally this season, a crowd of 150 coming unexpectedly yesterday morning. Two special cars were run to the depot to accommodate the visitors who were a wide-awake lot. They went through the pailon, admired the cherries, greeted acquaintances, and made more, and then scattered through the city as hilarious and happy as a lot of healthy kids on a picnic. Salem was glad to see them, and hopes to see the neighborly feeling between all the valley towns cultivated, until we can all visit and gossip comfortably over the back gates.

WESTON'S JOURNEY IS NEARLY FINISHED

[United Press Leased Wire.] Sacramento, Cal., July 10.—Edward Payson Weston is expected in Sacramento this evening, from 6 to 8 o'clock. He arrived at Colfax last night. Colfax is 54 miles from here. He started this morning at 9 o'clock for this city, where he expects to pass Sunday. If he keeps up the clip that he has in the last few days, he will easily make the distance by evening. Yesterday he walked 49 miles, from Cisco to Colfax. The day before he made 68 miles. The Southern Pacific is affording him every possible allowable aid. The veteran walker is in fine health and spirits. He will be met here by a delegation of athletes.

INNES' BAND AT MATINEE THURSDAY

Engaged at the A. Y. P., but Make Brief Visit to Willamette Valley.

For 29 years Frederick Neil Innes has been spreading the gospel of music in America, and his name, probably more than that of any of the other great conductors, is closely identified with the movement which has made Wagner known and appreciated throughout the highways and by-ways of this country. The Innes Orchestral Band has grown and developed under his leadership until it stands at the head of organizations of its class. This is why the directors engaged it as the big musical feature of the exposition.

With his splendid body of instrumentalists will come several soloists



Miss Virginia Listermann, Soprano, With Innes' Band.

of established reputation. Miss Virginia Listermann will be the soprano soloist. This will be her first appearance in this city, and will be an event to be looked forward to with interest by all vocal students. Miss Listermann is a recognized authority on voice production and song interpretation. H. J. Williams, a Welsh harp soloist, with the company, has created a sensation wherever he has appeared. His unusual volume of tone, combined with his delicacy of touch and brilliancy of execution, have made him a prime favorite. Kuchynka, a string bass virtuoso, is another artist who will score heavily with all admirers of that technical skill which has made Paderewski famous. From these announce-

ments it will be seen that a most attractive performance is in store for Salem and all tributary territory. The concert will be given here on the afternoon of July 15, at 3 p. m.

FINE STAGE SETTINGS IN ELINOR GLYN'S PLAY

One of the prettiest stage pictures ever seen in this city will be found in the second act of Elinor Glyn's dramatization of her strange story, "Three Weeks," at the Grand Opera house on Friday evening, July 16. It shows the "Loggia of the Palace at Venice" during the "feast of the roses." In the foreground is a room of an old Venetian palace, gorgeously decorated with roses of every hue and variety and through three stately arches may be seen the grand canal with the moon shining on its rippling waters and in the vista the stately buildings of Venice all brightly illuminated. It makes a picture most pleasing to the eye and forms a frame for the inspiring emotional acting of handsome Beryl Hope when she parts as "The Lady" from the handsome English youth, Paul Verlayne.

There have been many criticisms against Elinor Glyn's book, but according to all descriptions her dramatization is a thing of beauty with an elevating motive and nothing to

INNES' FAMOUS ORCHESTRAL BAND



Grand Opera House THURSDAY 3 P. M.
60---ARTISTS---60
One Concert Only The Musical Event of the Year
6-Great Soloists-6
Prices 75c and 50c
Seat Sale at Box Office Thursday 9 A. M.

FREDERIC NEIL INNES

GRAND OPERA HOUSE ^{ONE NIGHT} Friday, June 16

SAY! WHATEVER YOU DO DON'T MISS

ELNOR GLYN'S GREAT PLAY "THREE WEEKS" ALL TOWN TALKING ABOUT IT

WITH Beryl Hope and Great Cast

Original Savoy Theatre New York Company and Production

Prices \$1.50, \$1.00, 75c, 50c

CYCLONE KILLS THREE AT HERMLEIGH, TEXAS
Snyder, Tex., July 10.—Three persons were killed and another fatally injured by a cyclone near Hermleigh yesterday, according to reports received here today. The cyclone demolished the home of Web McDougell, killing him, his wife and daughter, aged 10 years. Another daughter, aged 14 years, was fatally hurt by a falling beam.

WHY PAY RENT

When You Can Buy a Lot in West Salem

\$5 DOWN AND \$5 PER MONTH Without Interest

Save \$5 Per Month Out of Your Wages

The Falls City, Dallas & Western trains will commence to operate out of West Salem within 60 days. Connections can be made to all points north and south on the west side. See

Waters Bro. Investm't Co.
OVER BUSH'S BANK
Or Call at Branch Office in West Salem



FREDERIC NEIL INNES.