Live Business Men

THE PENINSULA BANK.

The pioneer bank of St. Johns and an institution that has exerted great influence in the upbuilding of this city is the Peninsula Bank. It was established in 1905 when there was but little promise of doing a profitable business, but since then it has steadily grown and kept abreast with the development and met the needs of the city. Some of the directors of this institution hace brought outside capital here and have been influential in causing large payrolls to be brought here. The Peninsula Bank has never lost its reputation for conservatism, and in some instances it has been regarded as too conservative. During the financial panic of 1907, without outside help this bank carried itself and its patrons safely through without calling a single loan. Robert Treat Platt is president of the Peninsula Bank, while Fred C. Knapp is vice president, Charles A. Wood, cashier, John N. Edelfsen, assistant cashier. The Board of Directors is composed of the following: R. T. Platt, of Platt & Platt, attorneys; F. C. Knapp, secretary Peninsula Lumber Company; Peter Autzen, president Portland Manufacturing Company; H. L. Powers, vice-president and general manager of the Lewiston Land & Water Company; M. L. Holbrook, capitalist and dealer in realty; Thomas Cochran, contractor, and C. A. Wood, cashier. The capital stock of this institution is $50,000, and it has deposits aggregating $191,169.47, and a surplus fund and undivided profits less all interest, expenses and taxes paid of $7,209.69. The most courteous treatment is accorded all patrons of this institution and the smallest account receives the most careful attention. This bank has been one of the most influential factors in the upbuilding of St. Johns and it is directly due to it that several of the industrial plants of the city were induced to establish their plants here.

A TYPICAL RESIDENCE

NORTH BANK PHARMACY.

"Currin says so," and Currin always knows before he "says so," and the people know that when "Currin says so," he means what he says. As proprietor of the North Bank Pharmacy, Mr. C. C. Currin has built up a reputation of selling the best and purest drugs in St. Johns at the lowest possible prices. The North Bank Pharmacy is undoubtedly one of the most attractive mercantile establishments in St. Johns and is a distinct credit to the city. The fixtures are all new and the best in store practice. Mr. Currin carries a full and complete stock of drugs, chemicals, medicines, toilet articles, and druggists' sundries. A new, modern, sanitary soda fountain is also installed in this store and from it are dispensed the most delightful cool drinks in the summer. Mr. Currin is a registered pharmacist and takes particular care that the purest drugs only are used in compounding the prescriptions that are brought to his store. Though only engaged in business in St. Johns for eighteen months, Mr. Currin has established a reputation for strictly honorable dealing with his customers, and for keen judgment as a business man. He is a loyal supporter of St. Johns and he has been active in every movement started for the city's best interest.

NEW CITY DOCK, ST. JOHNS, ORE.

W. M. TOWER.

Jewelry stores that present a metropolitan appearance and carry a full line of jewelry, precious stones and other articles, naturally to be expected in such an establishment, are a splendid advertisement for any city, because they indicate that there is wealth and prosperity among the people. W. M. Tower is the leading jeweler of St. Johns, and he has held that enviable position for the past three years. His stock is a splendid one and embraces the finest makes of watches and clocks, the very best in diamonds and other precious stones, and an excellent line of silverware and cut glass, as well as an assortment of novelties. Mr. Tower is an experienced and expert watch and jewelry repairer and he is receiving the major part of this work. His promptness in attending to work left at his establishment, and the thoroughness of his work, have gained for him a reputation that stands him in good stead. Mr. Tower is a business man who believes in going ahead and keeping abreast with the times, and he does not confine it to his own business but believes in the advancing of the interests of the city in which he dwells.

J. CROUCHLEY.

The whole history of sanitation is written in plumbing. Compare the work done now with that which was done a few years ago and note the marked improvement in this highly important line of work. No residence can be a proper place for persons to dwell in unless the plumbing has been accomplished by an expert who has made a study of the modern methods of sanitation. The leading representative of this line of work in St. Johns is Mr. J. Crouchley, whose shop is located at 403 North Jersey street. This gentleman has been a prominent business man of St. Johns for the past four and one-half years. He carries the heaviest stock of plumbing supplies of any concern in the city, and purchases only the very best goods obtainable on the market. Aside from conducting a general plumbing business. Mr. Crouchley is an expert tinner, roofer, steam and hot water fitter and does cornice work. Mr. Crouchley does not, of course, attempt to attend to his extensive business without the aid of skilled employes, who are thoroughly familiar with every detail of the business.

COLUMBIA ELECTRIC ENGINEERING COMPANY, INC.

But a few years ago the science of electricity was yet almost undiscovered, and the marvelous discoveries that have been made in recent years in its power and use and the new marvels that the wizards are daily bringing to light lead to the conviction that it is yet an unknown science—that the greatest wonders are yet to come. It would be an obscure and unknown village today that is not utilizing this power, and it would be an equally isolated community that did not possess an up-to-date modern electrical engineering company. St. Jonhs, however, can boast of a company which covers a wider field and more extensive territory than most cities of even much greater population. The Columbia Electrical Engineering Company has maintained a shop in St. Johns for the past three years, and during that time it has been fortunate in obtaining some of the biggest contracts given out in the state. J. F. Hendricks is president of this company, while J. E. Kilkenny is vice-president and secretary, and G. L. Epps, treasurer. Mr. Kilkenny is the active manager of the company and it is largely due to his splendid business ability and training as an electrician that this company has met with such marked success. It has but recently completed jobs on the new high schools at Newberg, business blocks in Corvallis, McMinnville, and other cities, the Elks' Temple at The Dalles, and the Davis Safe and Lock Company at Kenton. All these were big contracts and were secured under competitive bids. All of the electrical work in these various buildings was done by the Columbia Electric Engineering Company. This company represents General Electric Co. and deals in all kinds of motors and other electrical supplies. It enjoys the distinction of being a member of the National Electrical Contractor's Association, of which there are only five members in Oregon and only two outside of the city of Portland. The members of the company are all keenly interested in the growth and development of St. Johns, and especially is this the case with Mr. Kilkenny.

CENTRAL BAR.

It is with peculiar pride that St. Johns points to its well regulated and splendid resorts of refreshment. None of these occupies a more important position or is more popular with the pleasure loving public than the Central Bar, which is owned by Mr. Sam Cochran and ably managed by Mr. T. D. Condon. A specialty is made of fine old Kentucky Whiskeys and of the famous Hop Gold Beer. No disorders of any character are tolerated in this resort, and the manager believes in conducting a bar where any gentleman can feel perfectly at ease. The fixtures and decorations of the Central Saloon compare favorably with those of much larger cities. Both Mr. Cochran and Mr. Condon are genial gentlemen who stand at the head of the enthusiastic boosters for St. Johns.

PALM CAFE.

One of the most pleasant resorts in the city, frequented by genial spirits who enjoy a cool glass of lager or an occasional sip of generous old liquor that warms the heart as well as the stomach, is the one known as the Palm Cafe, which is conducted by Mr. Thomas A. Glover. Mr. Glover opened the Palm Cafe October 20 of last year, and immediately attracted to his resort a class of trade that goes to make his resort one of the most congenial in St. Johns. Weinhard's beer, and the famous O. P. S. whiskey, are the leading brands that are served here, though many other leading and popular brands of wines, liquor and whiskies are kept in stock for those who have learned to prefer an especial article. Mr. Glover has furnished and fitted out his bar in a most attractive manner and it presents a most inviting appearance. His fixtures are new and up-to-date and the decorations are splendid, and the genial and urbane proprietor of this cafe is a loyal St. Johns booster.

Preach the gospel of St. Johns.

TRADE AT HOME

Just stop a moment and ponder what the full significance of these three words is—what it means to a city to have each and every one of its inhabitants adopt this phrase as a motto and follow it unfailingly.

It means greater trade for our merchants who have invested their capital, energy, and future in this city, and added prosperity for each individual, no matter what his vocation may be. To a great many the benefit comes indirectly, of course, but none the less surely.

Let us suppose that all the people of St. Johns sent to an outside point, say to Portland or some eastern mail order house, for all necessities and luxuries. We would simply be assisting Portland in its upbuilding at the expense of our own—inshort, cutting off our noses to spite our faces.

Then again there is a great deal of satisfaction in seeing what one is purchasing. You can do this when you buy from the local merchants. You can have the satisfaction of your money back. It's different when you deal with a mail order house. That picture of the suit you order from them shows up to good advantage, but when you get it. it is as apt as not to be a misfit and made of poor materials and you have nothing to do but grin and bear it. Then you get another catalogue and you bite again (we might say here that those whom the cap does not fit need not put it on) with the same result. The best you get from the mail order house is the worst of it, and, your money having been sent in advance—always in advance—the mail order house takes no chances—you have no reparation.

Keep your money at home. If you must spend it at all, spend it with the local merchants. They are interested in improving the city and making it a more desirable place to live in. The mail order people are not. If you manage to save a portion of your earnings, deposit it in the local banks. They are thoroughly reliable financial institutions. Your money will be perfectly safe and will be loaned out again on good security to assist in the upbuilding of St. Johns, not some far away portion of the country.

St. Johns merchants carry as good lines as can be found anywhere. Their stocks are both large and diversified, and one need not go out of the city for anything he could eat, use or wear. Their prices are not exhorbitant or unreasonable; in fact, competition is keen in this city and the reverse applies. "Quick sales and small profits" is their motto.

A model city would be that in which every necessity of its inhabitants was manufactured? Everyone, absolutely everyone, would be prosperous and poverty a thing unknown. Of course, present day conditions render such a city an impossibility, but we can buy everything we need from home merchants, and incidentally get our money's worth in quality and quantity, and we can remember not to forget that every little bit counts. Your individual patronage may not amount to much, but many drops make a buketfull, and by keeping your money at home you can assist in filling that bucket.

Let us suppose that you are a mechanic, a carpenter for instance. By spending your money in St. Johns you create prosperity, and it in turn creates a demand for more buildings. You are certain to get a portion of your money back in wages, and where prosperity holds sway wages are good. Co-operation is the greatest known factor in securing and retaining "good times."

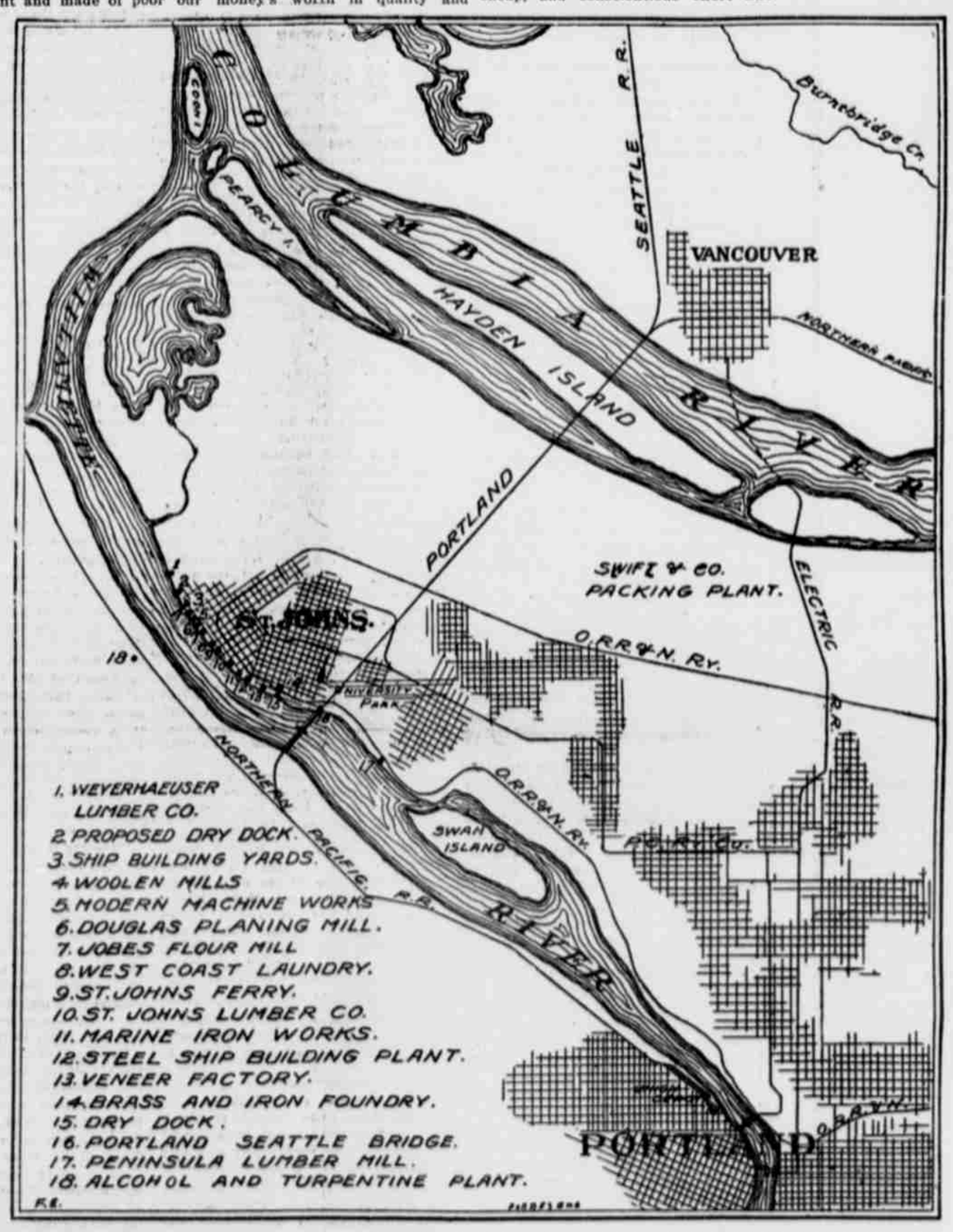
Are you a professional man? Can you find any way of refuting the statement that the city's interests are your interests? If the city should grow to many times its size, as it unquestionably will, would not you with the assistance of your established practice, and your acquaintance in the city, reap a goodly share of the benefits?

Are you a day laborer? The same applies. Does not prosperity mean more work and better wages for you?

Thus we could go through the whole list, but it is unnecessary. The argument is sufficiently illustrated.

Be a booster. The city of St. Johns has untold opportunities ahead of it. We need two things: Capital and more industries. The people will follow. The only way to get them is to boost, and boost eternally. Don't miss an opportunity to let your eastern friends know of St. Johns. Send them copies of this paper. Postage is cheap, and conscientious effort has been made to give a true account of the things as they are.

Anyway, it is more pleasant to boost than it is to knock. One has more friends. One malignant knocker might offset the work of a dozen earnest, ardent boosters to his own disadvantage and theirs. It is not necessary to veer from the truth when talking or writing of St. Johns. The bare truth is argument enough in itself.



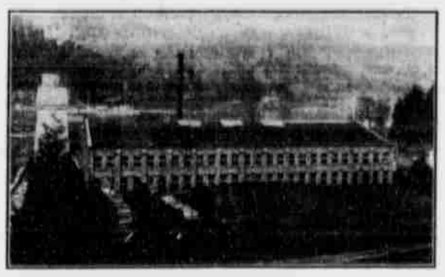
THE FIRST NATIONAL BANK.

Vital to the life and growth of any community is the reputation its banking institutions bear. To the national life the banking system is as necessary as is the arterial system to animal life. Without its power life would cease to exist. There is little reason to suppose, then, that St. Johns will cease to grow as it has grown during the past five years, so long as it has the First National Bank doing business under its charter. This institution was established March 9, 1908, and has atttained a healthy growth in deposits since that time. It now has a capital stock and undivided profits of $29,863.19, and an additional stockholder's liability under the national law of $25,000, making a total protection to depositors of $54,863.19. The deposits amount to $157,563.69. These figures speak eloquently for the prosperity of St. Johns. Sylvester Petersen is president of this bank, while A. R. Jobes is vice-president, and F. P. Drinker, cashier. The officers and directors are prominent in business and commercial life of the city, the directors being the following: The above named officers and H. E. Collier, R. M. Tuttle, and W. E. Hauser. The First National Bank has as its home one of the most substantial and attractive buildings in the city. The fixtures are all new and up-to-date, while the vaults and safes are of the most modern design, assuring protection from fire and burglary. It would be difficult to find an aggregation of business men who have done more for this city than have those making up the First National Bank.

St. Johns Boosters

ST. JOHNS LAUNDRY COMPANY.

During the past few years the laundry business has been revolutionized in this country, and the demand of the people and of the government for absolutely sanitary methods in all departments of business, has been felt by the manufacturers of laundry machinery, the result being that the people are today receiving better service in this line than ever before. This laundry has been established in this city for the past six years, but it has been under its present management but two years and one-half, during which period its business has been greatly increased and its territory widened. Mr. W. L. Churchill is the active manager of this company and it has been largely due to his efforts that the company is enjoying its present prosperity. It is equipped with the most modern machinery obtainable in the United States, and gives regular employment to about thirty people. Two wagons are employed in attending the St. Johns trade, but this company does not, by any means, confine its territory to St. Johns, but reaches out to Portland, The Dalles, and many other cities on the Willamette and Columbia rivers, even serving many of the smaller towns in Southwest Washington. It is safe to assert that the St. Johns Laundry Company does one of the most extensive businesses in this line in this section. This desirable condition is largely due to the untiring industry and unremitting energy of Mr. W. L. Churchill, who is a business man of splendid ability. He takes an active and keen interest in the civic affairs of St. Johns, and is regarded one of the most loyal boosters for the best interests of the city.



WOOLEN MILLS

ST. JOHNS FURNITURE COMPANY.

The St. Johns Furniture Company, owned and conducted by Harry W. Ormandy and Walter S. Ormandy, opened for business in St. Johns on May 16 of this year and since that time they have built up a trade that is a splendid testimonial to their ability as business men and to their strictly honorable dealing with the public. This store occupies a large building on one of the most prominent corners of the main street. Its exterior and interior appearance are such that the patron is immediately impressed. A full and complete line of general house furnishings are carried here, including furniture of all kinds, ranges and stoves, carpets, hammocks, rugs, kitchen furniture, and, in fact, everything required to furnish a residence from the kitchen to the drawing room. In addition to handling this excellent line of furniture, the St. Johns Furniture Company deals in second hand goods of all kinds. They are the sole occupants of this field in St. Johns and afford the people of the city an opportunity to dispose of second hand goods to an advantage. Both Mr. Harry W. Ormandy and Mr. Walter S. Ormandy are citizens of sterling worth, who believe in the word "progress," and who are associating themselves with the staunchest boosters of St. Johns.

JAMES H. LATHAM.

"The craft of the smith is held in high repute by the farmer," sings Longfellow in Evangeline, and, in fact every owner and lover of good horseflesh knows that a good blacksmith is a Godsend. Mr. James H. Latham holds the leading position in this line in St. Johns. But this getleman does not confine his efforts to horseshoeing as he does a general blacksmithing and repairing business. An expert iron worker, and general mechanic, Mr. Latham draws to his shop a greater part of the work of the city. His shop is now located at 401 Ivanhoe, to which he recently moved in order to obtain greater space. The most modern apparatus for repairing of carriages and wagons is installed here and no mater how big the repair job may be, he is prepared to do it and do it right. Mr. Latham has been engaged in his chosen line in St. Johns for the past two years, and is today regarded one of the substantial business men of the city.

J. R. WEIMER.

"The world moves; so do we," says J. R. Weimer, the leading trasfer man of St. Johns. The people of this city have found the statement to be indisputably correct. With several horses and wagons, including drays, this gentleman is fully prepared to do any and all kinds of moving or transfer work. He makes a specialty of piano and furniture moving, and no matter how heavy the work may be, or how difficult it may seem, he accomplishes it with dispatch, giving especial attention at all times to careful handling of your goods. This concern delivers goods to and from Portland, Vancouver, Linnton, Portland, and Suburban Express Company, and city dock. Mr. Weimer's barns are located at 109 E. Burlington street, where he has ample room for his teams and wagons. In addition to his transfer business he deals in hay, grain and feed. Mr. Weimer has been engaged in this business for a number of years in St. Johns and there is no better known citizen here than he.

HOME CURE FOR ECZEMA

Oil of Wintergreen, Thymol, Glycerine, Etc. Used as a Simple Wash.

It really seems strange that so many people suffer year in and year out with eczema, when it is now no longer a secret that oil of wintergreen mixed with thymol, glycerine, etc., makes a wash that is bound to cure.

Old, obstinate cases, it is true, cannot be cured in a few days, but there is absolutely no sufferer from eczema who ever used this simple wash and did not find **immediately** that wonderfully soothing, calm, cool sensation **that comes when the itch is taken away.** Instantly upon applying a few drops **of the wash the remedy takes effect, the itch is allayed.** There is no need of experiment—the patient knows **at once.**

Instead of trying to compound the oil of wintergreen, thymol, glycerine, etc., in the right proportions ourselves we are using a prescription which is universally found the most effective. It is known as the D. D. D. Prescription, or Oil of Wintergreen Compound. It is made by the D. D. D. Co. of Chicago, and our long experience with this remedy has given us great confidence in its merits.

Subscribe for the Review and be happy.

JOBES MILLING COMPANY

The first meeting of the "Thursday Club" after the summer vacation was held at the home of Prof. Boyd. The following ladies were present: Mesdames Gammel, Hiller, Hewitt, Boyd, Day, Kinder, Keeler, Scales and Smythe. The next meeting, Sept. 22nd, will be held at the home of Mrs. Scales at 601 Allegheny street. All members please return books.

Preach the gospel of St. Johns.