

# COMMERCIAL CLUB'S NEW HOME

Splendid Organization Accomplishes Great Work for State and Pacific Northwest and Has Greater Facilities for Coming Year Than Ever.

LARGER in its membership and the extent of its quarters and work than any other similar organization in the world, the Portland Commercial Club has just closed its most successful year's work and is entering on the next with greater facilities and more enthusiasm than ever before. The club owns its eight-story steel frame building at Fifth and Oak streets, which covers ground space 160 by 100 feet, and occupies the four upper floors, leaving the remainder. The club has a membership of over 1400 and has a daily average attendance at lunch of 275, which is 50 per cent greater than any other commercial club in the United States can boast.

The social end of the club is handled by a board of 15 governors, while the publicity work, including advertising, conventions, etc., is controlled by the executive committee of nine leading Portland business men. Tom Richardson, who has been called the greatest company advertiser and developer in the country today, is manager of the



FINE NEW HOME OF THE PORTLAND COMMERCIAL CLUB.

## GAIN IN BUSINESS OF PORTLAND POSTOFFICE.

Portland's postal statistics have climbed steadily upward during the past year, and the total for 1908 shows a remarkable gain over the figures for 1907, the highest year in nearly all lines that Portland had ever had up to that time. But, prosperous as 1908 was, the year ending last night left Portland people with more to be thankful for than any former 12 months. Stamp sales are indicative of the volume of business transacted in the city, and money order transactions at the local office are also an index to the prosperity of Portland's population. The totals of stamp sales and money order transactions at the Portland Postoffice for the past five years, with December 1908 estimated on the basis of business up to the last week of the month, follow:

Year	Stamp Sales, Money Orders
1904	\$73,227.76
1905	47,083.23
1906	64,268.23
1907	83,917.57
1908	87,214.65

publicity department. The object of this branch of the club's activities is to develop the resources of Portland, Oregon and the Pacific Northwest. The club is the mother of the Oregon Development League, which has 86 branches regularly organized throughout the state.

The club's quarters are splendidly appointed, being remarkably complete for an organization of this kind. A convention hall is the headquarters for all kinds of state organizations, who hold their meetings there, and the room is kept for them without charge. The club is the Portland home and headquarters for the business men of Oregon and the Pacific Northwest who find in Portland their metropolis and chief market. No visitor of importance comes to Portland without being introduced into the Commercial Club, where he becomes acquainted with the city and the Northwest.

The chief duty of the club is to answer inquiries relative to this part of the United States, and such inquiries

are always welcome. The club has been sponsor during the past few years for excursions of Portland business men, who make trips to all parts of the Coast country, and the members are always ready to aid in the development of the resources of all sections of the great territory of which Portland is the center.

# MANY PRODUCTS MADE HERE

Oregon Manufactures Grow Yearly in Volume and Multiplicity of Articles for Home and Other Markets

Oregon rapidly is becoming well established in the roster of manufacturing states. A decade ago she was little known in a manufacturing way, save for her lumber and gristmill products. Today the products of her mills and factories are sold all over the Pacific Coast, and some of her manufactured products find ready sale across the Pacific and in other distant fields.

That Oregon is to become a great manufacturing state and easily to be compared with some of the larger and more noted manufacturing states of the East cannot be doubted. Everything points to her continued advance in manufacturing as well as in every other line of industry. Her great natural resources have hardly been touched. The wealth of her forests, her fields and her mines, while at this period great will be greatly added to with the wonderful development which the state is witnessing at this time, and her manifold advantages of location, her

wonderful possibilities in the development of water power and her shipping facilities cannot but help send Oregon well up in the list of states whose manufacturing concerns have made them noted for their industries.

A study of Oregon's resources will lead to the conclusion that this state is particularly fortunate in the wide diversity of her products. Her natural climatic advantages afford the manufacturer superior opportunities in many lines and that these advantages and opportunities have been grasped eagerly by progressive manufacturers is made evident by the rapid growth and wide range of her industries.

Portland naturally is the great manufacturing center of the state. In this city are gathered the vast bulk of Oregon's mills and factories. A conservative estimate of the output of her manufacturing plants at this time is about \$50,000,000 annually with an invested capital of about \$20,000,000. In producing this vast amount of manufactured goods about 27,000 persons are employed. And unless all indications fail the number of her

factories, the amount of capital invested therein, the value of the output and the number of persons employed will be immensely increased during the next few years. Because of the fact that Portland is the natural shipping point for a rich territory of over 200,000 square miles it is only natural, as this vast region is developed, that she shall advance in every line of commercial endeavor, and particularly in a manufacturing way.

The industries, above all others, perhaps, which have made the greatest strides during the past few years are the creamery, the slaughtering and meat-packing, the canning and preserving, and, of course, the lumber and flour industries. It is estimated that the value of Oregon's creamery products this year will be approximately \$20,000,000, whereas in 1905 her creamery products, according to Government census figures, were valued at only \$1,000,000.

The furniture manufacturing industries also have greatly advanced, both in the matter of quality and the monetary value of the output. A large number of factories are located in Portland, with

an aggregate annual output of considerably over \$1,000,000. Perhaps no industry offers such an advantageous field for development as does this one. Power is cheap, transportation the best on the Pacific Coast and her close proximity to the hardwood forests of the Pacific Northwest make Portland peculiarly well located for the manufacture of furniture of the cheap and medium grades, and now that hardwoods are being imported from Siberia and Japan and elsewhere, the furniture industry in Portland is certain to receive a considerable impetus.

Portland's iron works and shipbuilding yards have made great strides. All of the larger plants have greatly increased their capacity and are branching out for work in every direction with great success. The great amount of building which is going on in the Pacific Northwest has

## GAIN IN BANK CLEARINGS FOR FIVE YEARS.

Year	Clearings
1905	\$183,051,469.92
1906	228,482,712.69
1907	281,179,796.26
1908	327,937,396.16

\*December, 1908, estimated.

resulted in a great increase in the output of construction materials, and bridge improvements throughout the Northwest have given Portland iron mills and foundries great opportunities for advancement in this class of work.

The development of Oregon's manufacturing industries and the promulgation of the "Made in Oregon" idea is due in no small degree to the Manufacturers' Association, which has done so much for the state in the past. This comparatively small body of manufacturers has extended the work of bringing new industries to Oregon and assisting those already established in good state by securing additional capital for their operation and advancing for the consideration of Oregon citizens the plan of buying "Made in Oregon" goods whenever possible. It should be the duty of every citizen, argues the association, to assist in the upbuilding of the state by purchasing "Made in Oregon" goods when quality, price and other conditions are equal to those made in other states. That this idea is meeting with greater and more favorable consideration from the people of the state is evident. The purchase of any article, no matter how trivial, that is made in Oregon assists in the upbuilding of the state and actually adds to the prosperity of the purchaser. The success of any one industry means the success of another, just as does the success of one individual mean the success of all.

During the past year the Manufacturers' Association brought to Portland several large manufacturing enterprises which have added greatly to the payroll of the city, to its general prosperity and to its importance as a manufacturing center.

The association was instrumental in locating and securing capital for the immense cement plant which C. W. Nibley and associates will locate here. The plant will be completed sometime this Summer when in operation will employ over 200 men and manufacture over 1000 barrels of cement a day. Mr. Nibley has with him in this enterprise some of the best business men of Utah and Idaho and a number of the best-known capitalists in Portland have subscribed to the stock of the company.

The Blair Drill & Machinery Company, of Akron, O., was brought to Portland by the association. The company manufactures all kinds of drills for boring purposes. Representatives of the company visited a number of Pacific Coast cities but were induced, after going into the many advantages of Portland as a manufacturing center, to recommend the establishment of their Pacific Coast plant in Portland.

The Pettit Feather & Bedding Company is another of the enterprises secured for Portland by the association. The representative of the company had intended going to another city, but after consultation with the officers of the association he decided that Portland was the most logical point for the location of the company's plant.

The Carman Manufacturing Company, of Tacoma, which is one of the largest manufacturing concerns on the Pacific Coast, was brought here partly through the efforts of the Manufacturers' Association. Its Portland plant will be in operation within a few weeks. The Carman Manufacturing Company now has

**WHAT ONE MAN DID WITH A SMALL GARDEN.**  
At St. John this year we raised in our garden, 75 feet square, 1000 boxes of strawberries, 100 boxes of raspberries, loganberries and blackberries, 20 boxes of raspberries and gooseberries and 5000 strawberry plants. These, with a few flowers, sold for \$108.88. On this ground are growing 14 fruit trees, 3 years old; 20 fine rose bushes; several other kinds of flowers and many kinds of vegetable, sufficient for a small family. This shows what one-tenth of an acre of Oregon land will produce when properly cultivated.  
W. T. BUNNELL.

plants at Tacoma, Spokane, Seattle and Portland. Its business is the manufacture of upholstered furniture, bedding, etc.

The Manufacturers' Association is negotiating with several Eastern manufacturers with a view to inducing them to locate factories in Portland, and it is probable that the work of the association in this one direction will show some very fine results during the coming year.

## Livestock Is Big Resource

Packing Plants and Better Market Will Stimulate Industry.

BECAUSE of the building of big packing plants at Portland, the livestock industry in Oregon has never so important as now. Oregon has already packing plants at Portland, and the livestock industry in Oregon has never so important as now. Oregon has already attained prominence as a state that produces fine herds of beef cattle, together with trained and trained of sheep and hogs. It is doubtful if there is a state in the Union that can boast of as many high-class herds of cattle in proportion to the population as Oregon. This is pre-eminently a cattle state and the favorable conditions in Western Oregon have made it a section fitted to the development of dairying. Here there are many dairy herds of the highest class. Indeed, the largest and most valuable herd of Jersey cattle in the world is maintained at Portland and is a credit to the state.

The building of packing plants at Portland will stimulate the livestock industry to a great degree. Conditions are ideal for the raising of range cattle on the prairies east of the Cascade, while they are just as favorable for the development of a great grass and stall-fed beef industry in Eastern and Southern Oregon.

It is said on good authority that nowhere in the world can better sheep be raised than in this state. Every condition is here for growing fine, long-wool fleeces. There are now many noted flocks maintained in Western Oregon and the field for mutton production throughout this state is equally inviting. With a big market established here by the packing houses, farmers will raise more livestock and sheepmen of the eastern part of the state will not find it necessary to send their flocks half way across the continent, with consequent loss, to the big abattoirs of the Middle West.

Oregon is known as a great goat state. Fine merino fleeces produced here are in demand in the world's markets. These animals are especially desirable for their work in clearing up brush land, and in this way serve a double purpose.

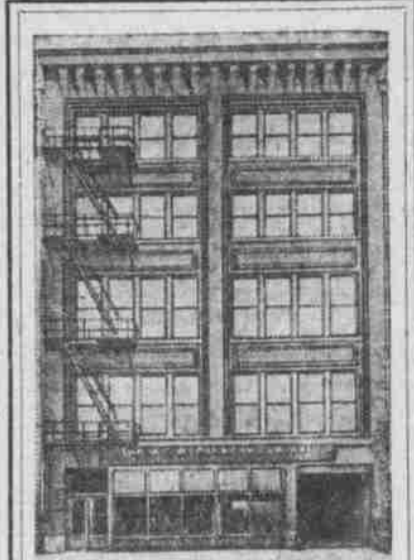
Hogs, too, can be grown in Oregon to the best advantage. In fact, with the erection of packing plants in Portland there will be a stronger demand

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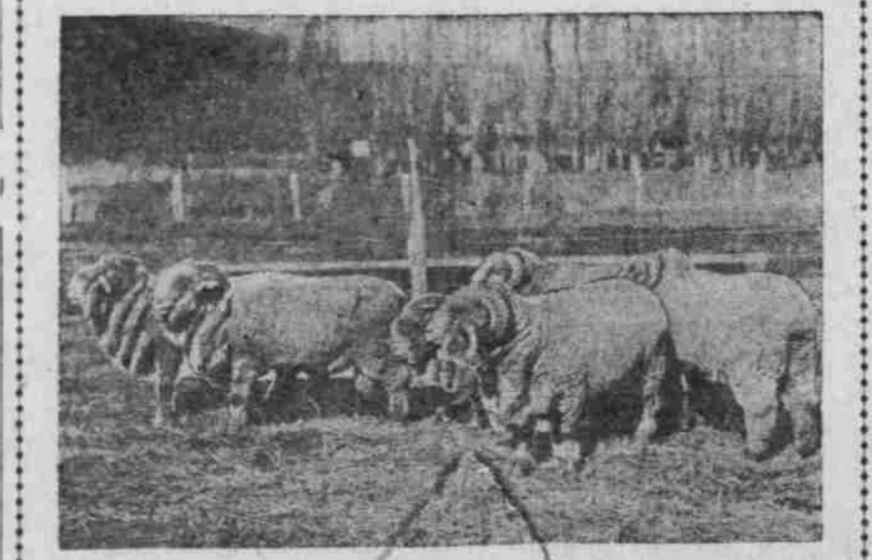
## HOME OF THE LARGEST PURE-BRED SHEEP HERD

At Haycreek, Crook County, is located the largest pure-bred sheep ranch in the United States, which is owned by the Baldwin Sheep & Land Company, of which Mr. J. G. Edwards is president.

This company was established in 1873 by Dr. Baldwin, who brought out from Vermont a small number of the best pure-bred Merino sheep that could be found there, and those have since been bred up under careful management until the Baldwin sheep today rank among the highest class of Merino sheep raised in the United States.

From a small beginning—a homestead and a few hundred sheep—the herd and acres have increased year by year, and now the plant consists of 25,000 to 30,000 acres of deeded land, which supports 30,000 to 40,000 head of pure-bred Merino sheep the year around.

The output of wool of this concern annually reaches nearly half a million pounds, and their rams are sold in every state of the Union, as well as exported to many foreign countries, including South Africa. Importations of French Merinos, the Rambouillet from the French Government flock at Rambouillet, France, have been made from time to time, and this branch of the Merino family forms a considerable part of the company's present holdings of Merino sheep. This type of the Merino is an ideal combination of wool and mutton sheep, so much sought by all sheepraisers, and rams of this class are sold principally in the Interior mountain states, where a hardy sheep is wanted on the open range.



GROUP OF RAMS AT THE BALDWIN SHEEP & LAND COMPANY RANCH, HAYCREEK, OR.

have given way to the homesteaders and smaller ranchmen, the home-builders, and but few of the large outfits are left. With railroads—the enemy of the large sheep and cattle outfits on the range—building into Central Oregon, who can say how long it will be before the fertile lands now used for grazing purposes only will become too valuable for sheep and cattle, and the home-builders by the hundreds will till the soil and raise wheat and fruit where now the individual large outfits are running sheep and cattle?

The Baldwin Company, with its deeded and leased lands, and acquired rights in the Government Forest Reserve joining their land holdings, control sufficient areas to handle their flocks until such time as the lands become more valuable for agricultural purposes, when the large holdings and plant will probably share the fate of so many other estates—divided up for the settlers—and there will be the plow and the reaper and the mower instead of the roundup, the shearing corral and the wool shed—the farmer and the fruitgrower, instead of the sheepherder and the cowboy.