

# Portland's New Factory



An Interior View of the First of the Shops Which Marks a New Era for Portland as a City of Payrolls.

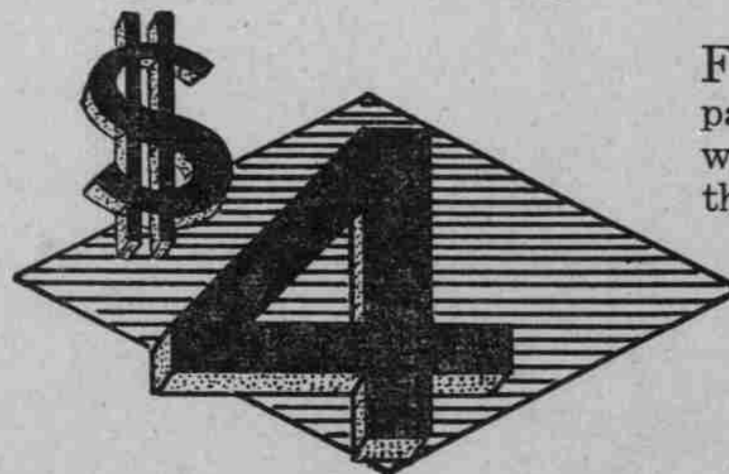
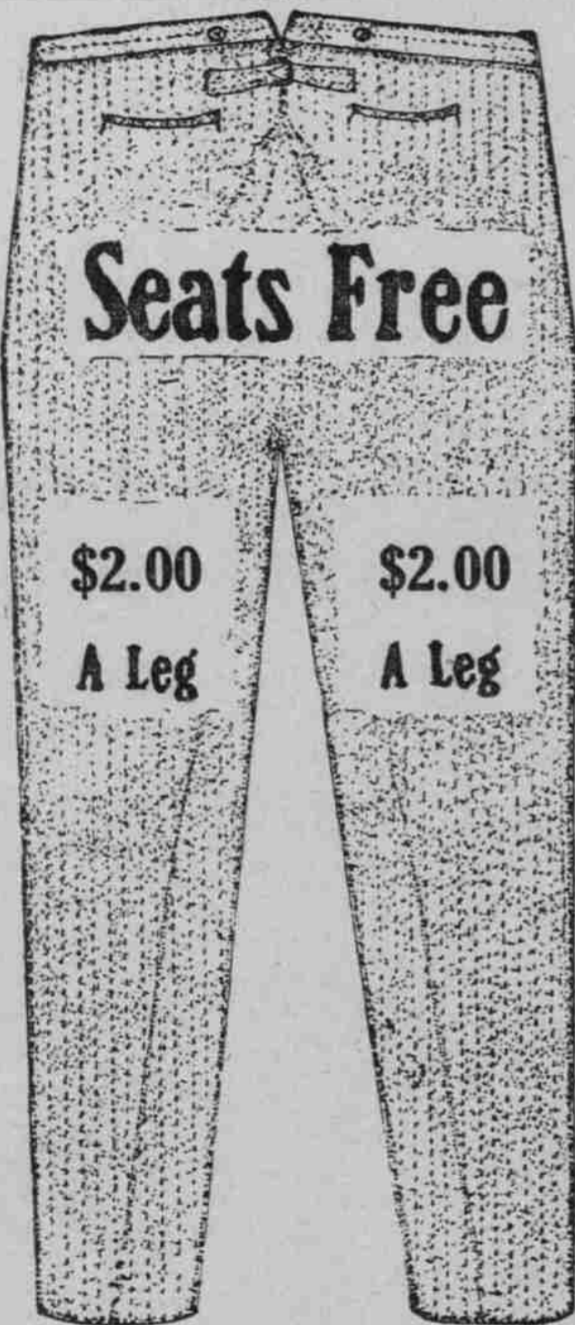


J. L. BOWMAN,  
"The Man Behind the Gun."

## A Worth-While Sale

To celebrate what I consider the most important event of my successful business career---to show the public the product of this new plant and what Oregon can do, I have decided to sell the first

## Three Thousand Pairs



During the many years I have catered to the clothing needs of the Pacific Northwest I have recognized the merit and worth of Oregon fabrics. For years I have been shipping Oregon woollens to my factory in New York and spending a good share of my time there in supervising the making. This took lots of time and cost lots of money.

By means of the new factory this cost will be eliminated, which means a substantial saving to the consumer. It means much more, for the reason that 75 per cent of the money paid out for clothing made from Oregon fabrics and manufactured in Portland will remain at home instead of going back East.

"Oregon Buckskin Cloth" that wears like buckskin and is pure wool throughout is being made for me by the Thomas Kay Woolen Mills of Salem, the Eugene Woolen Mills of Eugene and the Brownsville Mills of Brownsville.

From a splendid assortment of patterns in these cloths and from fancy worsted cloths have my tailors made three thousand of the finest-fitting and best-tailored pants you ever saw. The standard retail value of pants like these is \$5 and \$6. This statement is a pure, unvarnished fact, the truth of which I vouch for as a merchant and a man.

*J. L. Bowman*

*Oregonian* Jan 18/14  
**NEW FACTORY IS OPEN**  
CLOTHING WILL BE MADE FROM OREGON  
Plant New Employment Hoped Even  
A factory clothing operation promises to be started by J. L. Bowman in Brownsville, Oregon, it is reported.

**UP-TO-DATE CLOTHING FACTORY ESTABLISHED IN BUSINESS SECTION**

500 Coat, Vest and Pants Makers to Be Employed, Eventually.

Portland now has a modern, up-to-date clothing factory, the first industry of its kind established in the Pacific northwest. J. L. Bowman, of the Brownsville Woolen Mills Store, Third and Stark streets, who is a practical clothing man and who has had wide experience in the manufacturing end of the business, has established a complete, up to date pants factory on the second floor of the building occupied by his retail place at Third and Stark. Here he has all of the latest machinery used in the big eastern pants factories and at present is turning out an average of 100 pairs of pants a week. He employs about 35 workmen, some of whom he brought from eastern factories, the remainder being local people who have had some experience in that line. Ninety per cent of the output of the plant is made of Oregon wool, the cloth being manufactured in Oregon mills. Woolen mills at Eugene and Brownsville supply the raw material.

**Climate Ideal for Wool.**  
It is a well known fact that the climate, water, soil and natural food on the ranges, are ideal for the growth of the finest grades of wool, and that the water and climate of this state are equally ideal for the manufacture of woolen goods.

Mr. Bowman intends before the end of 1914 to have a coat and vest factory in operation in Portland, in which he will employ 500 skilled coat, vest and pants makers, turning out 700 suits a week. He has purchased a site where he will build a modern fireproof structure fully equipped to house every department of his clothing factory. Electricity will be used in operating the machines, each individual machine being equipped with a separate motor.

"There is a big demand on the Pacific coast for clothing made of Oregon grown wool and Oregon cloth," said Mr. Bowman, "and it is my intention to supply this demand with clothing manufactured right here in Portland. For several years I have been shipping Oregon-made cloth to New York factories, where I had from 7000 to 9000 suits made that were reshipped and sold in my retail stores in this state.

**To Put Out Salesmen.**  
"I see no reason why I should continue to do this when I can manufacture clothing almost as cheaply right here in Portland thereby saving the freight on the raw material to New York and on the finished product back to Portland. I intend to put salesmen on the road to sell the output of my factory to the retail merchants of Oregon, Washington, California and Idaho."

"What Portland needs is factories to convert our raw material into the finished product," continued Mr. Bowman. "In my opinion a \$50,000 clothing factory is of more value to Portland just now than \$1,000,000 spent in new buildings. The one way to build a big prosperous city here is to create a big payroll and nothing that I know of creates a payroll like the manufacturing industry."

See the display in our windows. You will be agreeably surprised at this new standard of values established by Portland's New Industry.

Regardless of where you live you may take advantage of the economy and convenience of this opportunity. Send for free samples and a self-measurement blank. Ready-to-wear or tailor-made. Your fit and your satisfaction are both guaranteed.

## In the Custom Department

these same fabrics, for men hard to fit, for the extra-size men and for the men who want special ideas executed—these will be made to order at



# Brownsville Woolen Mill Stores

Third and Stark Streets

PORTLAND

Third and Morrison Streets

J. L. BOWMAN & CO., Owners

Eugene

Marshfield

North Bend

"From the Sheep's Back to Your Back and No Cotton Added in the Making"