

Experienced Men Forecast

(Continued from Page Fifteen.)

Exports \$10,000,000 annually. Oregon is today the largest woolgrowing state in the union, the annual output being from \$2,000,000 to \$3,000,000 pounds. The state is now using not to exceed \$,000,000 pounds of this total. The rest is being shipped to the east, where it is bought at a low price, manufactured into goods and returned to the Pacific northwest as high-priced clothing. We have in this state at present nine woolen mills. Of this total we have only two that are making goods suitable for outer garments for men and women.

This outline of actual conditions suggests to the experienced person an immense loss to the state. The profit in manufacturing a finished woolen product is much greater than for manufacturing a coarse material. After the woolen mill is established, all money expended in perfecting the cloth brings a higher percentage of profit than that used in putting together the raw material in any ordinary rough fabric. By noting that only about \$,000,000 pounds of the total Oregon wool clip is used here at all, and of this work only two of the nine mills running are manufacturing a highly finished fabric, it will be seen quickly that the state has an almost immeasurable opportunity in the line of woolen manufactures.

I would like to have the whole world know the rare combination of climate and water on the western slope of the Cascades for woolen manufacture. This water, absolutely devoid of any trace of alkali, and carrying all the elements that make the soft, beautiful wools, cannot be beaten in western England. Our sun is another feature of natural conditions which is often overlooked, but has a direct positive value in this manufacturing industry. In cleansing and dyeing the water is such as cannot be beaten anywhere. I can make no better comparison than to say that experts pronounce this country like that of the Leeds district in England, where the finest wools are at present made. When you travel through England you will find the woolen mills on little streams of pure water. Water cannot be pumped nor taken from artesian wells in woolen manufacture. It must be taken from streams which flow through a formation that is not a trace of alkali.

For my part, the quicker we get 20 more woolen mills in this state and commence manufacturing the finest of woolen products, the better it will be all around.

C. H. McLesca—
Secretary Manufacturers' Association.

There is today in Oregon a demand for more woolen mills and a crying need for clothing factories. The climatic conditions of this state are more perfectly adapted for the manufacture of wools than any other part of the United States. Thousands of dollars are spent by woolen mills in the east in producing artificially for their factories the very conditions which exist naturally in Oregon's equable climate—i. e., a humid atmosphere without electricity, soft water, etc.

The wool clip of Oregon this year is about \$2,000,000 pounds, only 3,000,000 pounds of which is used locally in our woolen mills, the remainder being shipped east in the grease and there manufactured into woolen fabrics by the eastern mills. From the eastern mills Oregon wool finds its way as cloth to eastern clothing factories, where it is made into clothing, and then shipped back to Oregon to be purchased and worn by the people of this state and vicinity. The loss thus entailed to the people of the Pacific northwest is approximately understood when we consider that from \$2,000,000 to \$3,000,000 worth yearly of ready-to-wear clothing finds a market in this section. The items constituting this great loss to this section are—first, the freight paid on the wool shipped east in the grease; second, the loss to the state in the thousands of people employed in the east manufacturing Oregon's wool product into clothing to be worn here; third, the return freight on the manufactured article; fourth, the eastern mill profit and factory profit and jobber's profit.

To save all this Oregon needs not only more woolen mills, but clothing factories to manufacture into ready-to-wear clothing the product of the mills. Practically the whole output of Oregon's mills is sold in the east, where an average price of \$3 per suit pattern is obtained for cloth manufactured in the east into a suit of clothing and returned here sells for from \$16 to \$18, showing an actual loss to Oregon of from \$13 to \$15 per suit. With unlimited raw material here and every possible climatic advantage for the woolen mill industry, it certainly will not be long before this unexampled opportunity is embraced by capital.

Furniture Factories.
There are but two large furniture factories in Portland, and several more of medium capacity scattered over the state. There are also a few factories for the manufacture of upholstered furniture, lounges, folding beds, wire mattresses and other articles included in the furniture trade. But the output of these factories is wholly inadequate to meet the demands for furniture in Oregon, Washington, Idaho, California and Montana. As freight rates break in Montana that state, so far as the furniture trade of this section is concerned, is in the competitive field.

The material used here is principally Oregon ash, maple, oak, and in the cheaper grades of furniture, Oregon fir.

CAN'T DENY IT

If This Had Happened in San Francisco Instead of in Portland, More Than One Reader Might Doubt It.

The average man is a doubter. This is not surprising—the public has been humbugged so frequently they are skeptical. Proof like the following will stand investigation. It cannot be disputed.

George Rutter, who is employed with the Oregon Railroad & Navigation Co., and resides at 291 Second street, says: "I had more or less trouble with my kidneys for a year or more. My back bothered me with sore, irritating pain. Doan's Kidney Pills were recommended to me and I got a box. I commenced to use them as directed and to my surprise when I had taken about half the box the pain left my back. Every kidney sufferer should know about Doan's Kidney Pills."

For sale by all dealers. Price 50 cents. Foster-McMillan Co., Buffalo, N. Y., sole agents for the United States. Remember the name—DOAN'S—and take no other.

These woods are to be had in the state in unlimited supply for years to come. There is an especially good opening here for a factory that will manufacture a general line of high-grade furniture which is now shipped here from the east.

A chair factory is also urgently demanded. There are two small chair factories here, which do not supply more than 5 per cent of the chairs in this territory.

Woolenies and Socks and Shirts.
Portland has one large tannery, and its product is harness and saddle leather. This factory is able to supply the local demand for that kind of leather and finds in California a ready market for its surplus. It can also profitably ship its output to the east. There is a field here for another tannery of even larger dimensions than the present one.

Several tanneries in the state tan light and heavy calf hides, which find a market in Washington and California, as there are in Oregon no shoe factories of any size. There is a splendid opening for a sole-leather tannery in connection with tanning light and heavy hides. The tanbark used here is shipped from Humboldt county, California, and is delivered by sailing vessels at the tannery wharves in Portland. California tanbark contains more tannic acid than the bark found in Oregon, and, being located so near the coast, it can be delivered by vessel much cheaper than by rail.

Boot and shoe manufacturing is practically not represented in Oregon, there being but a few small factories, whose sole output consists of logging shoes and the heavier grades of shoes for farmers and mining men. Lighter and finer shoes for general wear, or ladies' shoes of any kind, are not made here. This fact accounts for the few tanneries in Oregon engaged in tanning light hides. Portland, as the jobbing center of this vast territory, offers one of the best openings in the United States for the establishment of a shoe factory. The raw hides are here in abundant quantity, and if there was a demand for leather the hides would certainly be tanned.

Carriages and Wagons.
There are in Oregon no vehicle factories producing a factory product; they make only carriages and wagons to order and do not stock them. While we do not have hickory and some of the other hard woods used in the manufacture of heavy wagons and light vehicles, these materials can be shipped from the east at much less expense than the manufactured article, the saving being so great that it would leave a large margin of profit for the Oregon manufacturer of vehicles. Eastern factories are reaping a rich harvest in supplying the large and growing demand for vehicles in the Pacific northwest, and there is no reason why the money should not be made by our own people.

Local foundries supply only about 5 per cent of the stoves and ranges used in the rapidly growing territory that is tributary to Portland. The absence of iron ore in the vicinity of Portland is the reason why we have not more stove factories. Several years ago a deposit of iron ore was discovered within six miles of Portland and a blast furnace was erected to reduce the ore into pig-iron. However, the percentage of iron in the ore was so small that it did not pay to work it, and so the enterprise was abandoned. In the manufacture of stoves by the foundries established here English pig-iron and English coke are used. The ships which carry our wheat abroad bring back in ballast a very superior quality of pig-iron and coke.

The Fiber Plant.
A very promising and wholly undeveloped industry in Oregon is the manufacture of linen. Soil and climate are most favorably adapted for the growth of flax, and it is quite extensively grown in the state. The Willamette valley is especially well adapted for flax culture, and a large lined-oil plant in Portland has induced farmers in this locality to plant flax extensively. The lined-oil plant uses the flaxseed, but there are no linen mills here to take care of the flax fiber, and as it does not pay to ship the same east, the fiber is at present practically wasted. With proper facilities this fiber could be manufactured into grain sacks to take the place of the jute sacks at present imported from Calcutta, Manila and other far eastern points, to meet the demand for 25,000,000 sacks in which to ship our grain. Experiments made during the last 10 years have further proven conclusively that everything is in favor of the manufacture of the very finest grade of linens from Oregon flax.

Hosiery and Knit Goods.
This industry is represented in Portland by only one small factory, doing a custom business, with hand looms, in making special sizes, sweaters, etc. This class of goods is very largely shipped here from the east, and there is no reason why it cannot be manufactured in Oregon satisfactorily and profitably.

Growing Demand.
The immigration to Oregon during the past few years has been enormous. In 1870 the population of Oregon was 80,923, and in 1902 it was 509,000. It is conservatively estimated that the population of the state will grow to 700,000 this year, during the Lewis and Clark centennial exposition. Portland in 1870 had a population of 3,253, while today (including the suburbs) it has 142,000 people. This rapidly increasing population need only be referred to to show from whence comes the phenomenally growing demand in this section for furniture, stoves, ranges, vehicles, clothing, boots, shoes, bottles, trunks, valises, underwear, hosiery, etc., and the fact is that not only Oregon but the entire Pacific northwest is today offering capital an unequalled field for investment in the manufacture of all the articles named, and many others too numerous to mention.

W. H. Morrow—Late
President Manufacturers' Association.
It is true that the great majority of our factories are comparatively small in output and investment, but let us not forget that the manufacturer in Oregon today is but at the beginning of things. Wisdom dictates small beginnings and sound and healthful growth as resources are developed and population increases. There is large measure of hope for the sapling wisely cultivated in the new soil than for the nearly grown tree uprooted and transplanted. It behooves us to offer every encouragement and extend a helping hand to the incoming manufacturer who with limited financial means but with large investment of enterprise and hopefulness seeks a location in our midst and expects to grow with his city and state. The planting now within our state of small factories, backed by energy and honest business purpose, will prove the best assurance that we can give of large and flourishing manufactures, one or two decades hence. When Oregon has manufacturing establishments in any line or in many lines, covering, it may be, a location in our midst and involving investment of millions, they will be plants that have grown out of comparatively small beginnings and from the patient industry of the pioneer manufacturer. There is no harvest season that is not preceded by a long sowing time. The reaper cannot reap unless the sower has gone before him. In the building-up

THE HOME OF THE LOEWENBERG & GOING CO.



Manufacturers and Wholesale Jobbers of Stoves and Ranges
OFFICERS:
A. C. Going, President.
S. B. Fleming, 1st Vice-Pres.
S. B. Loewenberg, 2d Vice-Pres.
J. W. Going, Secy and Treas.

NEUSTADTER BROTHERS

Manufacturers of
**Boss of the Road Overalls,
Coats and Overshirts**



CORNER GRAND AVENUE AND EAST TAYLOR ST., PORTLAND, ORE.

PIONEER TANNERY—THAT OF WEBBER BROS.

Which, Like Wine, Grows Better With Increasing Age.

One of the oldest and most successful tanneries of the Northwest is that of Weber Bros., situated in the suburbs of Portland, on the Macadam road. The tannery itself is well located, being on the river bank, where steamboats can bring in the raw material and carry away the finished product at a low freight rate. Then, it is in close touch with the live manufacturers of Portland, who consume great quantities of leather annually. These manufacturers know that Weber Bros. produce as good leather as is to be found anywhere, and consequently give them a large share of their patronage.

In addition to this, the entire Northwest sends to this popular tannery for goods, and their prompt shipments and fair dealing make it a pleasure for the men of the Northwest to buy of the Webbers.

With the rapid growth of the Northwest and the opening for our goods in the Orient, Weber Bros.' tannery should in time become the greatest of its kind in the West. It is surrounded by a country that produces the raw material in abundance, and is managed by men who understand their business, and are alive to the times. Joseph and Frank I. Weber are the owners of this tannery. They give the business their personal attention, and guarantee satisfaction to all who favor them with orders.

**Output 800 Sides Per Week—Harness, Collar and Latigo
Leather Produced—Strictly Oak Tanned Harness**

of the manufacturing industries of a great state the same invariable law holds true. The Manufacturers' Association at present exists in the seed-sowing time of manufacture in Oregon. Every letter sent out by our secretary, bearing its pages of useful information in response to honest inquiry from abroad, will bring its results beneficial to Oregon industry. No letter the tenor of which indicates honesty and purpose fails to receive faithful consideration, and a response conveying all the information sought by the inquirer. We seek the manufacturer who comes into our midst under his own steam. His moneyed capital may not be great, but the foundations on which to build are well laid in his mechanical skill, his pluck and his perseverance. No manufacturing plant, turning out useful and serviceable products and expending money for materials and labor, can be added to the list of our industries without contributing in some measure to the public good. By all means encourage the patronage of home industry and promote the spirit of loyalty to the home producer, but bear in mind that the public good is primary. There is no one who does not realize that every addition made to the industrial wealth and working population of the city and state operates with reflex benefits to every individual enterprise. Multiply the industrial strength of the state ten-fold and you add proportional profit to its manufacturing and commercial interests in general. Do you know any better way to promote the patronage of home industry than to multiply the industrial forces of the city and state? We stand in the broad gateway of

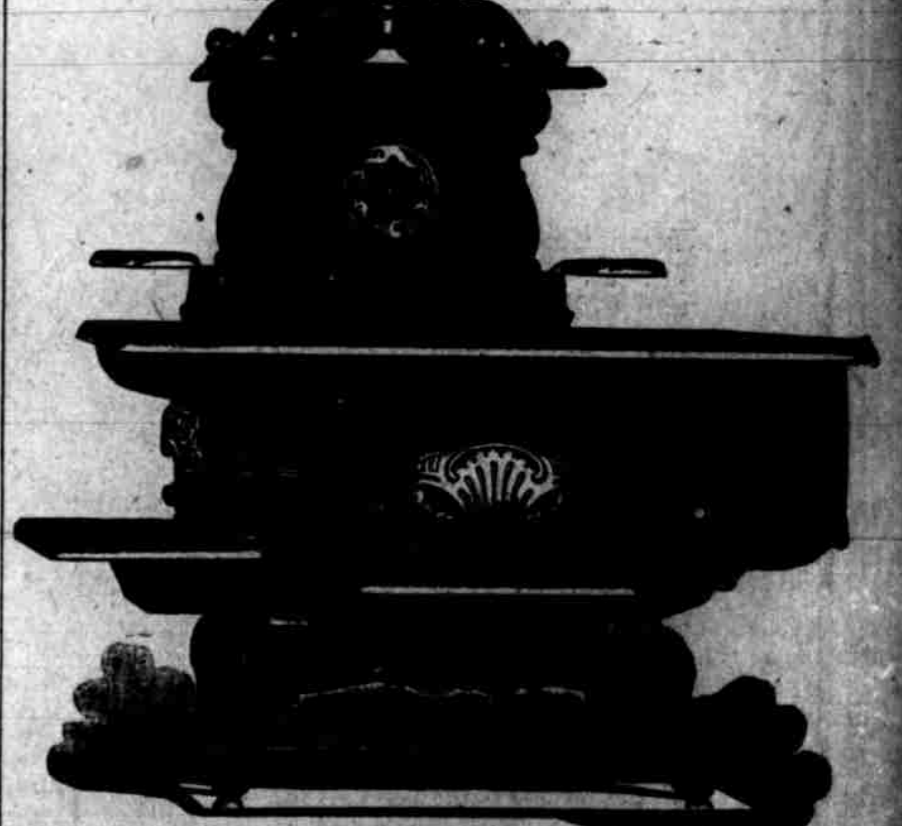
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W. H. McMONIES & CO.
Incorporated
WHOLESALE MANUFACTURERS
Harness, Saddles, Horse Collars
Also Sole Manufacturers of the IDEAL HAME FASTENER.
FRONT AND PINE STS.

ART FURNITURE MANUFACTURING COMPANY



448-450-452 HOYT STREET
Portland, Oregon

A Home Industry!



Portland Stove Works

JOHN MONTAG, Proprietor
620 to 626 HOOD ST. Portland, Ore.

MANUFACTURERS OF
STOVES, RANGES, FRENCH RANGES, AIR-TIGHT HEATING STOVES, STOVE REPAIRS, HOLLOW WARE, HOP DRYERS, SMALL, LIGHT AND SMOOTH CASTINGS A SPECIALTY. WE NICKEL PLATE ANYTHING. ALL KINDS OF JOBBING WORK DONE.

The great advantages in dealing direct with the manufacturer so near to your place of business rather than sending east apparent to all, both in the matter of breakages and obtaining parts promptly, and the convenience of getting stoves and repairs nearer home, and in as small quantities as wanted, thereby saving large outlay of money, freight charges and time.