

PIONEER PRUNE PACKING CONCERN

Gile & Co., the Firm That Made Willamette Valley Prunes Famous

"A prophet is seldom without honor, save in his own country," is as true a saying as it was when it was first spoken nearly two centuries ago, when conditions were similar to those right here in Salem to-day.

Many know, or have heard of, the firm of H. S. Gile & Co., but I am safe in saying that few know much about its business, or the big monthly pay-roll it maintains, and has since many years ago.

Mr. Gile, senior member of the company, established the first prune packing plant in Salem, and has seen this business grow from the pioneer of small beginnings, when prune orchards were not numerous nor so well cultivated as they are today, to one of the largest prune packing industries in the entire northwest.

Watched the Business Grow.
Mr. W. T. Jenks became Mr. Gile's associate many years ago, and together they have worked and watched the development of Oregon prunes. They own and manage some large orchards in a successful manner.

They ship prunes to all parts of the world in which it is possible for Oregon prunes to be consumed. They were the first to introduce Oregon prunes into England, France and Germany, in all of which countries the company did a large business until the war broke out in August, 1914. It is not very fashionable to ship Oregon prunes to Germany just now, but the firm does ship to neutral countries, and to our allies—when they can get shipping.

The Plants and Employes.
The firm of H. S. Gile & Co. is affiliated with the Willamette Valley Prune association, in which name the Salem plant is operated, while the packing houses are located at Newberg, with assembling warehouses at Riddle and Myrtle Creek, owned by H. S. Gile & Co., with main office for all in Salem.

In the height of the season the plant in Salem employs upwards of 125 people, mostly men, while the

plants at Newberg and Roseburg employ almost as many more. Allied Manufacturing Institutions.
Mr. Gile is president of the Pleasant Fruit Juice Company, manufacturers of the famous "Fiez," the "Kickless" beverages, which is shipped to all parts of the United States and many foreign countries, as well as to all army cantonments and to ships of the United States navy.
This company last year ordered 140 car-loads of glass bottles, moved them to Salem, filled and shipped the larger number but with "Fiez," and so far this year the company has contracted for eighty car-loads of glass bottles, and no doubt will require many more.

H. A. JOHNSON & CO.

This firm has been doing business in Salem for 18 years. It does a general real estate, loan and insurance business, and their slogan is "We Believe in Salem." Mr. H. A. Johnson is the insurance man of the firm, being district agent for the Oregon Fire Relief Association, of McMinnville, and represents other large companies.

Mr. J. S. Austin is in charge of the real estate department, and is a hustler, and then some. They report a good business this year. Mr. Austin has been connected with this business but six years in Salem, but has made an enviable record. The firm deals in all kinds of real estate, such as farm and city property, etc. They also do an extensive rental business. They have just changed their offices from 337 State street to Rooms 1 and 2, in the Ladd & Bush bank building, where they will be pleased to have their friends call on them.

SOOLOFSKY, REAL ESTATE

D. D. Socolofsky, who conducts a general real estate office in the Bayne Block, has been in Oregon but two years. He came to Salem from Kansas in search of a more pleasing climate, and although he looked all along the way between Kansas and Oregon, found nothing which pleased him better than to look upon Salem.

Mr. Socolofsky is a hustling business man, with a very pleasing personality, and meets his friends and acquaintances more than half way.

No hot winds in Oregon.



VICK BROS.

Dealers in Automobiles and Auto Supplies, 260 North High St. Phone 1995.

Every year since 1911, when we took on the Ford agency we have had a very nice increase in our business. This is especially true of the year just closed, which has been our banner year.

In the past year we have added the Farm Tractor line and have sold a good many carloads. The farmers are beginning to realize that it is cheaper to use the tractor for general farm work than to use horses and with much better results, as the work requires less help and can be done so much faster than by the old methods.

We have again outgrown our building, which at present runs entirely through the block from Hix street to Church street, fifty feet

wide, and have rented a brick building on State street for the storage of tractors and farm implements which are coming in, in carloads, to be ready for the spring trade. We have just installed two more five-gallon stroke pumps for gas and distillate and four three-hundred gallon tanks for storage of same. We are enlarging our office and stock room, which will be needed to take care of our ever-increasing business.

We are specializing on Federal tires, which we are distributing, and also are handling the other leading makes of tires.

We expect to install a vulcanizing plant to take care of our customers and will do our own adjusting on Federal tires and will see that the tire owner gets a square deal.

We have built up our business on the plan of giving a square deal to every one, stocking only reliable goods and giving satisfactory service.

the buyer, and those to whom they sell.

For the grower they have established a steady market for the products they handle having built up their business largely through the term contract idea: that the grower was entitled to a steady market at a profitable price.

Salem a Recognized Berry and Chewy Market.

From the very fact that Salem is recognized as one of the best cherry markets in the state, while it is known as the "Cherry City," it should also be just as widely known as "The Berry City." It is today known to be one of the best berry producing sections, of all varieties, in the whole country.

Among the berries handled, mentioned in the order of their ripening during the season are gooseberries, raspberries, both black and red varieties, loganberries and tane blackberries.

Evergreen Blackberries Coming to the Front.

Last, but not least, in importance for both grower and consumer, is the Evergreen Blackberry, which grows wild in every section of the Willamette valley, and the cultivation of which is becoming a very important factor in the development of the berry industry.

Co-operation With Growers.

Hunt Brothers company believe in rendering every possible assistance to all of their patrons that grow fruit for them, by giving them the benefit of the experience they have obtained in other sections as to the best varieties to grow, and the conditions under which the grower can obtain the best results.

With this end in view they are spending no small amount of money in experimenting with promising varieties of berries, or other fruits. Their payroll is growing in proportion to the size of their pack, and now, during the busy season the company is paying out in wages a good many thousands of dollars each week.

Their market has expanded with the growth of their business, so that now, when the leading jobbers of the country want the best order Hunt's Quality canned fruits and vegetables.

SALEM STEAM LAUNDRY

Established in December 1889, the Salem Steam Laundry, which turned out its first work on Christmas Day from its first location, the Old Erick Store in South Salem, has grown from a small beginning to a recognized business institution employing on an average of thirty people the year round. From the first day the management has been under the direct supervision of Col. C. J. Olmstead; D. D. Olmstead, his brother, being associated with him in the business.

In April, 1890, the laundry was moved to its present location 126 South Liberty street. At that time, and for a good many years, it was the only laundry (steam) between Portland and Oakland, California, and the Olmsteads had thirty-five agencies scattered over the state which accepted and delivered laundry for the Salem plant. This was not the first laundry experience for these gentlemen. In Ionia, Michigan, they operated a "hand laundry" as early as 1880, continuing there until November, 1889. They lost just thirty days between selling out in Michigan and opening in Salem.

During this time there has been great improvement in laundry machinery. It is necessary to keep abreast of the times along this line, too, that the growing demand for more efficient work may be met. The average housewife has little idea as to how many processes a garment passes through before being ready for delivery. It is an education in itself to have the privilege of watching the various operations essential to turn out a clean, white, glistening dress shirt. It requires two forty horse power boilers to produce steam for operating the machinery and washing purposes. There are seven hydraulic washers—mammoth fellows—which revolve three and a half times one day and then the same number the other and so on until the clothes are clean. There are large and small power ironers. The large one is capable of ironing thirty-four feet per minute, and from four to eight people are required to feed the pieces and fold them as they are ironed. A new attachment to this machine eliminates the danger of getting one's hands caught between the rollers—an extra apron on which the piece is started toward the rollers and a guard just in front of them answers this purpose. There are machines costing from a few hundred to \$3,250 each. Some idea of the amount invested in a plant of this kind may be gained by learning that the insurance value of the machinery alone is placed at \$26,695 and that the

new replacement value of the machinery is \$34,558.

One very interesting operation is that of molding collars, cuffs and shirt bosoms. The collars are so molded into their original styles after being washed, starched and ironed, that there is plenty of room for the ties and are given a shape that will hold for days. This process injures the collars in no way. A single collar has been sent through these machines, just for an experiment, 26,000 times without any noticeable damage. Col. Olmstead says that whiskers are the greatest enemies of white collars and are responsible for the worn collars for which the laundry is oftentimes blamed. There is absolutely no rubbing done on collars, cuffs, neck-bands, etc.

To demonstrate how methods change from year to year it is only necessary to call attention to one machine which formerly turned out sixty shirts an hour, all ready for delivery. That is, after the shirt was washed this machine did the pressing into shape. They now have a machine which turns out only thirty an hour but does it so much better that there's no comparison. Present demands call for quality work and to meet this requirement different machines were necessary. When the shirt leaves the press every button is exactly opposite the button-hole and is as nice as when taken out of the shirt-box in the togeery shop.

The manufacture of bleaching fluid is a peculiar proceeding. A large vessel containing salt-water, just an ordinary salt brine, is passed over electrodes where the solution comes in contact with electricity. The solution is kept at a temperature of about 90 to 100 degrees. The electrical current breaks the particles of salt and absolutely dissolves it, taking out the lime and magnesium and ultimately transforming the liquid into Chloritone, the greatest bleaching fluid known as well as a powerful germicide. New York City uses this germicide in the city's drinking water and a case of typhoid fever is seldom heard of, even in that populous city. For bleaching purposes it is unsurpassed, for the most delicate articles may be soaked in it for hours without weakening the fabric.

The process of wringing clothes is a wonder. The Scotch have it on us when it comes to manufacturing these, although in everything else pertaining to laundry machinery the United States leads the world. This machine is a cylindrical bowl, which revolves within an outer casing at such a rate of speed that the pressure upon the clothes becomes so great as to force every particle of water out through holes in the inner bowl. If clothes were left for a little while within this wringing machine they would be absolutely dry. By using these wringers the clothing is not worn out as it is when put through the old-fashioned ones.

Certain articles are put through the drying machine which turns them out ready for folding and delivery and does it so nicely that every piece appears as straight as it did when purchased new. This cannot be accomplished by drying on a line; 800



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- 2. Your battery doesn't have to die to get the benefit. It is assured of longer life, better health, and greater efficiency.

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WILLARD STORAGE BATTERY SERVICE STATION

SPAULDING PRODUCTS

Indiana Silos

In these days of necessary food conservation one big problem that confronts the farmer is how to reduce feeding costs and at the same time provide a ration that is a result getter. The answer is—the silo. The use of silage saves hay, grain and mill feed and still produces results equal to those from cows on good pasture.

The answer to your silo problem is the Indiana Silo. Tested out in actual use on 65,000 American farms for 15 years now, its record for satisfactory service is well established. Add to this the Spaulding Guarantee and Spaulding Service and you are assured of a satisfactory silo and good results from the very start.

Today you can buy an Indiana Silo for less bushels of grain, less tons of hay and less pounds of milk than ever before, and it will save its initial cost in less time, owing to the high prices of grain and mill feed. Buying now, you are assured of a silo under any condition and you get the advantage of our special EARLY BUYER'S Discount. Write or ask for particulars.

Boxes

"Buy Early"—that's our best advice to users of boxes and crates this year. Owing to unusual labor and lumber conditions, it is going to be a difficult matter to secure boxes enough to supply the demand and the grower who waits until late in the season to order is SURE to be disappointed. All indications point to an enormous demand for 1918 so don't be caught in the "Last Minute" rush and perhaps, lose your crop on account of inability to secure your needs in time to save it.

The quality of Spaulding Boxes is well established—there are FEW so good and NONE better. This quality costs you no more, and it does help the sale of your goods by placing them in an attractive container. Let us show you what we have for your needs.

Building Material

Our line would not be complete unless we could furnish you with general building materials along with our lumber products. So we carry in stock at all times complete lines of roofings, building papers, cement, plaster, lime, etc. Buying for six retail yards gives you a line-up on prices that cannot be had, as a rule, so we are able to give you prices on these lines that will bring you back again. You will find—in our warehouses—the most complete line of general building materials that can be found in the Willamette valley. Don't forget this.

CHAS. K. SPAULDING LOGGING CO.

Plants and Offices at Portland, Salem, Woodburn, Independence, McMinnville and Newberg, Oregon; and San Francisco, California.

elegantly furnished and in one end of the room we noticed a beautifully decorated Christmas tree.

Easy chairs and comfortable sofas spoke rest to the tired and weary guest. As our eyes wandered over the different rooms in search of something that would indicate an undertaker's business, we were disappointed, for nothing of the kind greeted our gaze. In fact as an undertaker's home and place of business it is unique. A stranger, not knowing that it was Mr. Terwilliger's place of business as an undertaker, would never know by outward signs the business of the proprietor. No chapel, no rosettes, and none of the fearsome signs that usually greet the eye in the professional undertaker's establishment.

Upon expressing our surprise at these conditions Mr. Terwilliger explained that this was his idea of what such a place should be. The bereaved ones feel that it is to a home among friends that they have brought their dead. Five large rooms can be thrown together, and folding chairs be placed therein, for a chapel. These rooms have ample seating capacity for the average audience on such an occasion.

Mr. and Mrs. Terwilliger are both graduate embalmers as well as licensed undertakers.

On the second floor of the residence a well-furnished chamber for strangers is at their disposal without charge. Being a home, and not an "establishment," the bereaved and their loved ones are never alone. The sympathy of the home-like surroundings appeals under such circumstances, and we think nothing like it exists in this state.

Mrs. Terwilliger is always present with her professional help and sympathy to assist in taking care of women and children.

THE YEAR 1918 WILL MARK THE 100TH ANNIVERSARY OF

- The introduction of shoe-pegs.
- The invention of the velocipede.
- The invention of "patent" leather.
- The introduction of macadamized roads.
- The admission of Illinois into the Union.
- The first use of steam for warming houses.
- The first dramatic performance in St. Louis.
- The publication of "Endymion," by John Keats.
- The adoption of the present United States flag.
- The launching of the first steam-boat on Lake Erie.
- The founding of the New York State Library at Albany.
- The establishment of the first infant schools in London.
- The founding of the Order of St. Michael and St. George.
- The invention of the process of engraving on soft steel.
- The fall of Table Rock on the Canadian side of Niagara Falls.
- The expedition of Sir John Ross to discover a northwest passage.
- The laying of the center foundation of the capitol at Washington.
- The re-establishment of peace in India, following the Marhatta war.
- The Florida Indian war and the capture of Pensacola by General Jackson.
- The appearance of the curious novel "Frankenstein," by Mary Wollstonecraft Shelley.
- The inauguration of the system of American pension legislation by an act of Congress granting pensions to needy veterans of the Revolutionary War.
- The Congress of Aix-la-Chapelle, consisting of the sovereigns of Austria, Prussia and Russia, aided by ministers of Great Britain and France, which provided for the withdrawal of the army of occupation from France, and the reception of France into the European concert.