

A. W. SCHRUNK

Enterprising Grocer of Salem.

The past seventeen years the subject of this sketch has been an active business man of Oregon, most of that time in Marion county. His smiling countenance and jolly good fellowship have made him a host of friends and acquaintances that without a doubt has added greatly to his success. He gives you a "No" in such a good natured way that you go away better satisfied than with the gruff "Yes" of some other business man. His genial personality is characteristic of the man and not an insincere assumption for the occasion. This is proven by the fact that those who know him, best are his best friends.

For several years "Schrunk's Store" in Aumsville was the headquarters for people in that section of Marion county. His customers knew that his promise was as good as his bond and when he advertised a thing as so, they knew it was so without further investigation.

Mr. Schrunk has been successful in other lines as well as merchandising, for he has been engaged in farming a large part of the time he has spent in Oregon. He has also been in the real estate business. Some three months ago he opened a new store—The Farmers Store of Quality—at 270 North Commercial street, where he is now doing a phenomenal business. Salem is glad to welcome him as a live wire in its business family.

Mr. Schrunk resides in a beautiful modern cottage at 1213 Center street with his wife and three daughters, Misses Ida, Alice and Bessie. The writer, a short time ago, spent a delightful evening there. The young ladies are all musicians, Miss Bessie a talented violinist, and is accompanied by her sisters on other instruments. We were delighted with a concert which was a treat. Miss Alice is attending the Salem high school and the other young ladies as-

st their father in the rush of business at the store.

Mr. Schrunk has two sons who are married and live elsewhere. Naturally a man of his social qualities is a "Jiner," and is a member of several fraternal orders. Mr. Schrunk told us that he depended upon his success in business to give the "highest quality of goods for the lowest price possible," and from the large number of patrons in his store at almost any hour of the day we are constrained to think his policy a successful one.

He not only carries one of the largest stocks of groceries in the city but carries also a large and varied stock of notions, drygoods, men's hats, caps, oils, greases, but Cedar polish, Neats-foot oil, Eureka harness oil, cream separator oil, sewing machine oil, automobile cylinder oil and Zerolene, heavy callol motor machine oil, cup grease, axle grease, turpentine, linseed oil, denatured alcohol. Also all kinds of Sherrin-Williams paints, varnishes, kalsol, varnolac, javalac and floorlac, Mar-not, etc. Some of the lines he now handles such as men's hats and caps and a few other lines he expects to close out at special prices and discontinue the handling of the same.

Mr. Schrunk's store is rapidly becoming the market place for the farmers of the community. Mr. Schrunk buys all kinds of poultry and farm produce from them, paying them the highest market price and paying it in cash. Naturally he appreciates the patronage of those people whose produce he purchases, but he pays just as much in cash as he will in trade.

His wide acquaintance among the farmers of Marion county is evidenced by the number of farmers among his patrons. It takes a force of several clerks constantly in the jump to wait on the trade, but no difference how big the rush he find him still smiling and never the "dumps."

MAY THE YEAR 1918

Bring to every resident of this land of plenty a bounteous supply of everything that makes for happiness and prosperity.

THE FARMER STORE of QUALITY

A. W. SCHRUNK,
270 North Commercial Street
PHONE 721



A. W. Schrunk---The Farmers Store of Quality

CASH INVESTED BY SALEM IN THE SECOND LIBERTY BONDS

TOTAL RECORD LIBERTY BOND SALES IN SALEM	
Ladd & Bush Bank	\$229,550
United States National Bank	200,700
Capital National Bank	110,800
Salem Bank of Commerce	65,600
Total of all sales	\$616,650

(By W. C. COWGILL)

At the time the government was borrowing immense sums of money from the people, issuing to them its second series of Liberty Loan bonds, the question was frequently heard on the streets, in the hotel and bank corridors, "What in all the world could our Uncle Samuel do with so many wagon loads of money?" and, to some, it seemed that there must be a "graft" or "rake-off" in the deal somewhere, even though the new bonds paid a per cent interest semi-annually, and were exchangeable, if desired, for the first issue of war loan bonds, which only drew 3 1/2 per cent.

Shortly before the second issue of Liberty bonds was thrown on the market by Secretary McAdoo, there appeared in the Saturday Evening Post, a journal which has always stood by the government since the time of its founding by Benjamin Franklin in 1776, before there was any Liberty to defend by George Washington, or to preserve by Abraham Lincoln, and as George Pattullo in that short article tells where a few hundreds of millions of these borrowed dollars must go, when we send any considerable force of men to France, it is well worth reading, especially in view of the announcement of the government that soon upwards of twice five billions of dollars will have to be raised, if we hope to win the most stupendous struggle of right against wrong the ages ever knew, or ever will know again:

Port of debarkation in France. Must accommodate 25 ships at one time.

One thousand American locomotives to go to France.

Forty thousand freight cars from U. S.

One thousand cold storage cars.

Four Quartermaster depots, 2000 yards by 1000 yards.

Four ammunition depots, each 2000 yards by 1000 yards, 1 mile apart.

Medical depots and hospitals.

Barracks to house troops, at least 335,000 men, or about 14,000,000 square feet, 400 feet of space requires 1000 board feet.

Laundries, bath houses, disinfecting plants, repair shops, shoe shops, cold storage plants and bakeries.

Will require 15,500 men for forestry service to get out timber and fuel, each soldier requires 18 of a

socks, 1,878,000 fatigue and service hats, 3,444,000 suits of underwear, 210,000 overcoats, 168,000 ponchos, 113,000 slickers, 323,400 sheeter-halves, 418,000 cots, 15,400 pick-axes, and so on.

Four hundred thousand mules and horses, would require 3000 tons of feed every 24 hours.

Impossible to estimate ordnance and ammunition.

The same may be said as to gasoline. It must be supplied to the engineers, medical and hospital corps, motor trucks and aviation. To show how the demand for it grows in an offensive, let me tell you what happened at Verdun. In the last offensive on that front the French burned in two weeks 3,500,000 gallons more than their normal consumption. The very lowest estimate of our own requirements would be 2,000,000 barrels per month. Besides that we should use 33,000 tons of oil and grease.

Sixteen thousand miles of telephone circuit, and our need will be greatly in excess of that—30,000 miles of circuit probably; 4000 miles of cable a month—most of it is lead.

Then there is the medical department, 56,500 doctors, orderlies, and such—what is known as the sanitary personnel. Five thousand of these are doctors and surgeons, the others must all possess specialized training. The medics estimate their requirements as less than one bed to every fourth man, or in the neighborhood of 122,000 iron beds for this army. To every bed go six or eight sheets, four pillow cases and three blankets. One large hospital ward will contain 40 beds. It has been proved in this war that economy is attained by large hospitals—1000 bed institutions. In addition to this they will need two evacuation hospitals at the front for every 25,000 men engaged there, and each of these must have 1000 beds. Also there are four field hospitals for every 25,000 men—each with a capacity for 200 patients, and four ambulance companies. The quantities of medical supplies are staggering. They total 94,000 tons for half a million men, and an additional 20,000 tons for replacement in the first six months. They will use gauze by the millions of yards.

The only thing that it would be safe to say about the aviation department, with any hope of getting by the censor, is that for a 500,000-man army the air service would need 58,000 experts. (As it takes about a ton a month per man to sustain this service we arrive at 58,000 tons more. One thing they will not tell, and that is the number of machines that would be on the line for such an army. It is 3000.

Transportation of 2500 tons of food daily, 6000 tons of forage has to be moved for horses and mules, and the worn out stuff and sick must be brought back.

So come on with the punch: From "Come On With the Punch," by George Pattullo, in Saturday Evening Post, October 13, 1917.

The Willamette valley is the greatest country in the world for small fruits; this is well illustrated by the kind of small fruits, the log-berry, upon the raising of which this valley has what amounts to a franchise.

FLOURING MILLS GRINDING ALONG WITH BIG TRADE

Capital City Concern Ready to Take Home or Government Contracts

(By W. C. Cowgill)

When it comes to making good flour from Marion county wheat, Manager G. K. Bryant, of the Capital City mills, who said yesterday afternoon that he had been in business in Salem for nearly a quarter of a century, but does not like to brag about himself very much, in doing his "bit" in buying local wheat from the farmers and turning it into flour for home use, or for the allies.

Mr. W. G. Prunk is a partner in the business. He has just now few government contracts direct, though the Portland house that buys the largest part of his output may, and probably does, have contracts with the government.

The output in flour of this plant is 100 barrels daily, besides 30 barrels a day of cereals or breakfast foods.

At Holden, Wash., near the Idaho line, the Salem company also operates another flour mill, which runs on hard wheat, turning out 120 barrels of flour each day, as well as cereals.

Each of these mills employs during the dull season only four men, but they take care of all the business the mills can do without running overtime.

C. M. EPPLEY Grocer and General Merchant

For twenty-one years, C. M. Eppley has been doing a general merchandise business at his store 19th and State streets, and in this period of time has built up his business from a small one-man general store to its present proportions, where it now requires a considerable force of clerks and an up-to-date delivery car to care of the orders.

Mr. Eppley is one of the best known dealers in Salem, and has a host of friends. He is popular not only with his fellow townspeople, but also with the farmers, a great many of whom are his constant patrons. He calls his store "The Neighborhood Store."

Oregon will be a great lumbering state for a hundred years. She has the virgin forests to build the world's wooden ships and flying machines, and a large share of all the other manufactured articles made from wood. This is the country for the man of enterprise who knows how to make things out of wood.

Salem is a splendidly paved city, for its size. We have forty to fifty miles of paved streets.

A BUSINESS INSTITUTION

That Prevents Waste and Conserves the Country's Supply of Metals

There is probably no business in Salem that is doing more toward the conservation of needed supplies than the Western Junk Co., owned and operated by H. Solof.

In the conduct of its business, this company collects many articles which would otherwise be a total loss, such as old iron, old brass, old copper and other metals, old rags, paper, rubber, etc. For these he pays fair prices, so that the people are paid for something they are otherwise inclined to throw away. These articles are shipped in large quantities to the larger cities, where they are transformed into new articles of use.

It is reported that in Germany, Austria and Italy, and in a lesser degree France and England since the war, many household articles of metal have been melted in order to supply the metals necessary for the conduct of the war.

Such institutions as the Western Junk Co. are doing a great deal toward avoiding such conditions in America.

It is the duty of everyone who wishes to conserve supplies, to gather up all old junk on the premises and dispose of it to the junk dealer. By so doing they will not only make a little money, but will clean up the city of Salem, making it a more attractive place in which to live.

Mr. Solof has been in the junk business in Salem since 1913. About a year ago he purchased the junk business of H. Steinbock & Co., and has done business on a larger scale since that time.

Previous to his coming to Salem, it was the custom of the junk dealers here to buy and sell in small quantities. Mr. Solof understood the advantage of large shipments, and consequently has made his shipments less frequently, but with a larger quantity of junk in each shipment.

He has shipped hundreds of tons of scrap iron and immense quantities of other junk from Salem.

Mr. Solof pays particular attention toward securing junk from points outside of Salem. He receives shipments from such points as Roseburg, Ashland, and Eugene.

He operates two places of business, one at 492 North Commercial street and the other at 302 North Commercial street.

There are many points in the junk business which require the very keenest business judgment. A junk dealer must, in the first place, be a shrewd buyer with a thorough knowledge of what the junk he buys, he must keep in close touch with the markets, and must look into the future in order that he may judge intelligently at what time and at what price to sell. Such a man is Max Solof.

Mr. Solof is fortunate in possessing a very able assistant in the person of

his son, Lewis Solof, who acts as his right-hand man in the conduct of the business.

The Western Junk Co. is an asset to this community and deserves the patronage of those who wish to beautify Salem and aid in the war by conserving the necessary supplies.

T. S. ROBERTS Salem's Talented Blind Musician, Instructor of Piano and Organ

As a fitting introduction to the writings of Salem's musicians, we mention the name of T. S. Roberts. Mr. Roberts came to Salem from Philadelphia in 1904 after having spent seven years receiving musical training upon the piano and organ from two of America's prominent musicians and composers, Dr. D. D. Wood, instructor of organ and piano and Dr. Adam Geibel, piano instructor, who is also one of America's well known composers, among his compositions being the famous song, "Kentucky Babe."

After having been instructor in music at the State School for the Blind for many years he relinquished his position last year to devote his



T. S. Roberts.

entire time to his constantly growing classes of private pupils who are not blind. Among those who have studied under him is Miss Olga Wikberg, accompanist at the recent rendition of the "Rose Maiden" at the State Normal School at Monmouth.

Although blind, Mr. Roberts, by the use of the Braille touch system, has acquired an ability rare even among the most talented of musicians. He has entertained many audiences in Salem with the rendition of such works as "Elijah," by Mendelssohn, "The Holy City," by Gounod, and "The Coming of the Kings" by Buck.

As organist of the First Methodist church in Salem for the last thirteen

Established in 1850
STILL AT THE OLD LOCATION
C. M. EPPLEY
Groceries and General Merchandise
A Neighborhood Store
19th and State

years, his work has received favorable comment from the Portland Oregonian, December 23rd speaking of critics as to Mr. Roberts' ability:

"T. S. Roberts, of Salem, elected president of the Oregon State Music Association. He came to Philadelphia about 1904, and for many years has been the First Methodist of Salem. Last Sunday he was accompanied for a recital by 'Messiah,' and his blind, played from a difficult chorale, and has been dictated to him by numerous friends, etc. etc. valuer, and president of the Salem teachers' association, mark of appreciation."

His studio is located at Winter street, Salem.

Less Than The Cost of Streets

Approximately 1000 street paving was done during 1917. The work was compiled by City Engineer Skelton.

The lineal amount of work was 14,026 feet, or a little more than three miles. It cost the engineer the amount of 60,000 square yards.

Streets and alleys were paved in the alley in Gessner, Leslie, street, and North Fifth street, Church street, Commercial street, Commercial street.

If they had been paved, it would have cost \$1,000,000.

Cost raised by the city was \$1,000,000.

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