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The New Store Worth & Gray DEPARTMENT STORE

Successors to W. W. Moore

177 N. Liberty St. Salem, Or.

## Pep and Progress Pages

Dedicated to Stimulating Our Present Industries And to the Establishment of New Ones

The Way to Build Up Your Home Town Is to Patronize Your Home People

The Surest Way to Get More and Larger Industries Is to Support Those You Have



Trade and High

Eat a plate a day

## WEATHERLY ICE CREAM

Sold everywhere

BUTTERCUP ICE CREAM CO.

P. M. Gregory, Mgr. 240 South Commercial Street

This campaign of publicity for community upbuilding has been made possible by the advertisements placed on this page by our publicspirited business men--men whose untiring efforts have builded our present recognized prosperity and who are ever striving for greater and yet greater progress as the years go by.



Your Health Begins When You Phone 87 for an appointment

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P. S. C. Chiropractor Hours 10 to 12 a. m. and 2 to 6 p. m

**DRY GOODS** NOTIONS WOMEN'S **READY-TO-WEAR** FURS

CORSETS

SILVERTON HAS ONE OF THE MOST PROGRESSIVE MANUFACTURING PLANTS IN MARION COUNTY, THE SILVERTONBLOW PIPE COMPANY AND GROWING FAST

One of the Most Extensive an Best Equipped Sheet Metal Plants in the State-This Company Makes the SIBLICO FURNACES Sold All Over the Coast, Blower Ssytems of Various Kinds, and Many Different Products in the Line of Sheet Metal Manufacture-Every Year There Has Been Gowth, and Every Year There Will Be More Growth.

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Save Work and Worry by having your laun-dry work done by the

It might astonish many Ore- Co. from its infancy, 13 years largest and best known furnace gonians to know that one of the ago, to its present scope, which and sheet metal manufacturing most extensive and best equipped covers the entire Pacific coast, is concerns west of the Rocky mounsheet metal working plants in the a growth of which any communstate is located at Silverton in ity should be proud. Eighteen years ago the East-

KING'S PRODUCTS COMPANY

(This company is committed to the growth of this

community, by a program that will make its output ten

times its present output-that will employ 2500 people

at its factory; that will pay to the growers \$20,000,000

Our efforts will be to assist in every possible way the

development of the fruit and berry industries of this

valley

OREGON PACKING COMPANY

a year for their products.)

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"If it's electric, come to us."

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all funeral homes. We are

the only ones furnishing

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Co. and Bass Hueter Co.

Everything in Building

Falls City-Salem Lumber

Company

A. B. Kelsay, Mgr.

349 S. 12th St. Phone 813

We are Out After Two Milions
We are now paying over three
quarters of a million dollars a year
to the dairymen of this section for

"Marion Butter"

crying need

MARION CREATIERY

care for women and

BUSINESS IS WHEREVER YOU! The development of the busi- | man brothers, L. C. and A. R. ness of the Silverton Blow Pipe entered the employ of one of the tains and for almost five years built and installed their products throughout Oregon and Washing-

> At the time of the panic in 1907 the Eastman brothers were in Silverton installing the blowpipe system for the Silverton Lumber Co., then in the course of construction. 'At that time clearing house certificates were being given instead of cash, work was becoming scarcer every day in the cittes, and doubts being entertained that their employers could give them steady employment upon their return to Portland, they decided to buy out a small shop in some town to tide them over until prospects were

brighter. Silverton Looked Good Silverton being by far the most prosperous looking town they could find, coupled with the fact that the Silverton banks had not found it necessary to issue script in place of gold, Silverton was selected as the place to try out

their business ability. Having become fairly known throughout the Northwest tures of their furnaces, they inby traveling around making installations for their former employers, they soon conceived the idea that with a little judicious advertising they could reach beyond their home town with its limited possibilities, with the result that they now head one of the most progressive manufactur- mented. ing plants in Marion county.

The Silverton Blow Pipe company, early in its career, adopted the motto, "Give the public a square deal and they will not only come back, but will bring their friends.'

A Good Motto

For the first ten years the company handled the line of furnaces manufactured by their former employers, heating residences, churches, public schools and during this time there was plainly evident a demand for a heat- to five hours. ing plant that could be sold within reach of the home owner of moderate means. It immediately became their ambition to build

such a heating plant. To do this it was necessary to design a furnace simple in construction and operation, eliminating every feature that added to appearances only, as the place for a furnace is in the basement and its only function is to properly heat and ventilate the building. Eastman says, "You don't need a limousine to pull a plow."

district in the United States, it 90 per cent of the fuel consumed is wood. If a furnace designed for coal

only was not successful when wood was used or a strictly wood burning furnace was not sultable for coal as fuel, they reasoned that a furnace built for two kinds of fuel could only meet conditions half way and could not operate to full efficiency.

Seamless Hot Water Bottles and

Guaranteed Not To Leak Prices from \$1 up

Brewer Drug Co. 405 Court St. Phone 184

The "SIBLOCO" Pipeless Furnace, built in one of the largest sheet metal working plants in Oregon, located at Silverton.

in this article

ing space.

priced furnace.

line of work.

Growing Every Year

started business in Silverton in a

without a growth which demand-

After moving into larger quar-

ters three or four times, they

purchased in 1914 a permanent

site on which was erected a brick

structure 50 feet by 125 feet, with

an addition has been added 60

feet by 68 feet, making the build-

ing 185 feet in length, in the rear

of which is the foundry which

furnaces. Recently additional

and has been purchased on which

a building will be erected which

Growing Fast Now.

Their business has increased

over 200 per cent within the past

year, and their greatest difficulty

Business Reaches Far

While the company makes a

In some of the largest lumber

two working floors. Since then

The Silverton Blow Pipe

Hence the Sibloco Pipeless chines too intricate to describe From the time the "SIBLOCO" Pipeless (a wood burning furhas been dubbed "the Ford of the furnace world," as it is built for service and durability without frills. While the company makes no claim for the ornamental fea-

vite a close inspection of workmanship and quality. The fire pot is of heavy cast construction with deep corrugations, the domes and flues are of heavy sheet steel with cast collars and tees well bolted and cecasing the heat duct leads to the duplex floor grating and at the floor line is surrounded by the cold air box which makes them absolutely fire proof.

A special construction of cold air return is used, for which is claimed a faster circulation of air than by any other method.

Special attention was given the furnace in avoiding expensive installations; in fact, it is so far assembled before leaving the fachigh schools all over Oregon, but tory that an inexperienced customer can set it up himself in three

> While the "SIBLOCO" is possibly the lowest priced furnace on the market, no necessary detail has been overlooked. Each furnace is equipped with check damper, humidifier to properly moisten the air, draft and damper controls to first floor, and cleanouts stalled by the Silverton Blow Pipe that keep the men at work so for every flue so arranged that every part can be cleaned out within five minutes.

In the construction of the "SI-BLOCO" Furnace only first class material is used, and the best The Pacific slope being the skilled mechanics make up the greatest lumber manufacturing parts. Mr. Eastman claims that the best and highest paid workwould naturally follow that wood man is far cheaper in the long was the most economical fuel, as run, as it eliminates the expenit is conservatively estimated that sive comeback or replacement and enables him to point with pride to each and every piece of work that leaves the factory.

Origin of the Name It might be of interest to learn of the origin of the word "SIBLO-CO," which adorns the feed door of their furnace.

A few years ago'a contest was announced for a word which must be newly coined, not found in the dictionary, and on which a copyright could be secured. Out of 2200-odd words submitted, Sibloco was adopted, being taken from the firm name, Silverton Blow Co., as shown by the dark type. The word is especially popular in hundrdes of comfortably heated homes. Completely Equipped Shop The shop of the Silverton Blow

Pipe Co. is equipped for the manufacture of sheet metal products with all the latest improved machinery, acetylene cutting and

McNeil & Libby. Three systems merry as a marriage bell. were installed for this company, one at The Dalles, Or., one at Selma, Cal., and one at Sacramento, Cal., the latter being the largest in the world, using 4000 pounds of sugar per hour.

Several in Salem

factured by the company are installed in Salem, one in particular worthy of mention being at the plant of the Valley Packing Another of equal interest is the one in the flax plant at the Oregon state penitentiary, where the sible for the inmates to operate these machines without the use hace. of a cloth or gas mask over the nose and mouth. Now they work under comfortable conditions.

Mills and factories using blow pipe systems enjoy a much lower insurance rate and provide a more palpable powder for use as a rubber filler. It works ideally in this heavy product, finer and much heavier than dust from wood working machines.

Varied Products The sheet metal products of the Silverton Blow Pipe company are almost as varied as the nationalities of New York city. Their claim is that if it can be made out of sheet metal, Silverton Blow Pipe company can make it. A few of their staple lines are metal building materials, spark arresters for donkey engines and locosmall way, but no year has passed motives, indestructible oil cans for logging camps and mills, storage tanks for towers or underground use, heavy power water wheels, hop and prune dryers and peppermint stills.

Making Peppermint Stills. Being up-to-the-minute on anything new, they got in on the ground floor in the manufacture peppermint stills as soon as it was discovered that Oregon produced an oil that was equal moulds the castings used in the to the best in the markets of the world. The "SIBLOCO" stills may now be seen in dozens of will practically double their work- peppermint fields, and each one bears the government stamp of approval.

Good Workmen: Good Pay

The problem of keeping proper artisan skill in the smaller is in keeping their heads above cities or larger towns is usually he pile of orders which are stead- one of the greatest drawbacks to ly coming in for their popular such a factory. The company pays high wages for skilled workmen, most of whom now own their own homes and are a perspecialty of their pipeless furn- manent part of the community. ace, it is by no means their only The taking up of various novelty and unusual lines that are in de mand make the work more intermills on the Pacific coast you esting than straight routine prowill find blow pipe systems that duction on one specialty, and furhave been manufactured and in- nish also slack-time employment company. These blower systems that there is practically no "labor with their special hoods, suction turnover." It costs the employer pipes, fans and cyclone separators, pick up the dust from ma- to have a changing force on his chines and exhaust it through the bands; in skilled work like the foundry and metal shop it might various pipe lines at a velocity, according to the kind of material, cost the factory many hundreds of from 3000 to 8000 feet per of dollars for every man who minute, and finally into the cy- quits so that a new hand has to clone separator, which separates be broken in to the shop and its the air from the dust, the air needs. With good shop accompassing out of the top while the modations, plenty of interesting dust drops out of the bottom into work and a cordial co-operation fuel bins, consumers or furnace. of employer and employe, the Their blow pipe systems in mills Silverton factory has been able

itary and economical distributing thing as a "labor question." They system of handling sugar for the have just gone on with their larger canneries, such as Libby, work, on both sides, and all is

Guarantees That Guarantee

Illustrating the methodical busness habits of the company, they keep on file the house plans of all their pipeless-heater patrons. It is usual to "guarantee" by almost any such manufactures, and Several blower systems manu- the Sibloco product is in competition with others that have made enormous sales under sweeping guarantees that sounded most aluring. Agents may make any company, for handling fertilizer. kind of a guarantee for the first advance payment; then it is left for the factory to either repudiate or to try to make good an fine dust is drawn away from 48 impossibility-both of which lead scutchers, 10 brakes, threshing to bankruptcy. Many a company machines, etc. Before the adop- has gone broke on such guarantion of this system it was impost tees; one did it not long ago on a somewhat similar pipeless fur-

The Silverton product is sold only under an unqualified guarantee for five years; but only after a careful engineering inspection of the premises or the plans, so that the problems that' must healthful atmosphere for their be solved are fully known. Every employes. One such blower system house plan is studied, for the poshas been set up at the Natural sible jokers that make guaran-Fire Proof Lumber company at tees inoperative, and the plans are Mt. Angel, where the company is filed in the company office for future reference. By this kind of study they have achieved the impossible-out of many hundreds of furnaces they have already sold, not ONE has come back. To know the conditions under which the furnace is to operate, they can know precisely what to do about the installation-and knowing this, their guarantee can be 100 per cent intelligent and ab-

solute. To illustrate their faith that they are on the map to stay, they describe Silverton as being "right behing the Silverton Blow Pipe company.".

## TO MAKE CHANGES

Among Them Will Be a Very Convenient Lunch Room in the Front

The Peerless Bakery, 170 North Commercial street, is planning to make some very material changes in its place of business. The Electric ovens, now located near the front, will be moved farther toward the rear and the front part of the bakery will be fitted up as a bakery lunch room where coffee

and bakery goods will be served. These changes, however, will not be made until next spring at which time Mr. Coenenberg plans me superior pastry confections. Mr. Coenenberg purchased the Peerless early last month. He is well known throughout the Willamette valley, having worked in bakeries here for ten or fifteen years. For the two years preceding his purchase of the Peerless Bakery he owned and operated the Palace Bakery at Dallas, Ore, Mr. Coenenberg is a very enthusiastic booster for the Salem district. He says his business is growing very satisfactorily and that he plans to make it grow still

A professor gays that 90 per cent of the women in the country are homely. That shows conclusively that he never looked up-

faster in the future.



## Salem Laundry Company 136 Liberty St. Phone 25

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