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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*



Eat a plate a day
WEATHERLY ICE CREAM
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This campaign of publicity for community upbuilding has been made possible by the advertisements placed on these pages by our public-spirited 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.

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THE HANDLE FACTORY IN WEST SALEM IS GROWING AND BOUND TO GROW TO FULL STATURE OF A GREAT BIG CONCERN

An Enterprise That Will Spread the Name of Salem Far and Wide—More Orders Are Now Being Turned Down Than Are Being Filled, and the Cry Is Ever for More of the Products of the Concern Which Has Already Assumed Proportions That Bespeak a Great and Prosperous Future.

One looks at broom handles, grown-up men. They look so cheap, so unimportant, that it's easy to put them out of the mind as little wood utilities as something too small to be a real business for manufacturing establishments.

And yet, Salem is in a way to see an enterprise that will spread the name of Salem farther than any other product ever grown or handled here; even farther than the loganberry juice, the prune, the Bartlett pear, the fairy rose, the fame of her civic center—built up of the littlest sticks of wood.

Over in West Salem a little wood-working shop was launched that foresaw some of the future of the little things in wood manufacture. It put in a lot of the cleverest automatic machinery, to make broom handles and all that little stuff that "big" manufacturers pass by with a sneer.

The corporate name is The Oregon Wood Products company, with H. E. Barrett as manager. It really built up a good business; for broom handles must be had by the millions, and just because they look so small, and so easy, not very many make them. The factory shipped several car loads of their Oregon-grown broom handles to the far east, and began to spend in anticipation the revenues that looked so alluring.

They made one little mistake—they didn't follow the cars with a gun and a process of law. The goods were delivered, and then somebody failed to pay. The little company hadn't the capital to either fight it out for the ownership, or to make good the loss. So the factory shut its doors, and hope flapped out of the broken window like a wounded dove of peace after the Versailles conference.

But the machinery was there, and the wood growing on the Oregon hills; and the mails still running from all over the east to bring pleadings and threats and coaxings for more of those wonderful broom handles.

On a sound basis. So the company was reorganized on a sound, cash basis. It was re-capitalized with enough money to pay its bills, to care for its pay and material rolls until a capable business manager was installed, a banker who knows credits as a mother knows her offspring. The factory was rearranged inside, so that it could be operated more economically; the range of products was extended so that there should be practically no waste save the shavings; and then things began to happen to the business.

Just now, the company is painfully turning down or failing to act on more business than it can do, though it is running to the factory capacity. It has been in nominal existence for six months since the reorganization; but half of that time was spent in reorganization and repairs and getting the business fairly started, so that it has really operated on a business basis for only three months.

Successful Operations. In that three months, it has made a profit of 5 per cent on its total capitalization of \$16,000; at the rate of 20 per cent a year. This wouldn't be a matter for the noble to know, were it not for the fact that it is so largely a cooperative company. Some of the employees own stock, and the company was started with the express idea of keeping it a cooperative work, with every worker owning enough to give him a definite part in its control and welfare. When a man can invest a part of his wages and draw a 20 per cent dividend every year, he's getting a long way from the Bolshevik class. But the profits are going to the men who do the work.

Working up Waste. The material that is worked up into commercial products, is largely the waste slabs and mill wood from the sawmills. Most of it comes as cord wood, in 4-foot sticks. The slabs are sorted, the knotty and "impossible" ones being thrown out at the door, to be resold for wood. Those that look clear, go on through the resaws. First they are cut into slabs, an inch and a quarter or an inch and a half thick; these then are resawed into squares, of like diameter. The one-inch squares make mop handles; the larger, better sticks go for the various sizes and qualities of brooms.

Process of Manufacturing. From the last resaw, the sticks go to the automatic turning lathe, a tubular affair where the sticks are fed by a force roller feed, through the revolving knives that turn them round. The lathe also gives the handles the swell top and the tapering bottom of the comfortable broom handle. They run through this machine at the rate of about 15 a minute.

Next, they go to the boring and chucking machine, that bores the hole for the anchor and wrapping wire in the base of the broom, and rounds off the head of the handle. This is done at the rate of 25 a minute; the handles are fed down into a hopper, and are taken from there by two notched wheels that hold only one handle to the set of notches. The reciprocating motions of the parts of the machine that do this boring and chucking, are simple but wonderfully effective. The handles drop down into a trough, after finishing, where an endless belt shoots them like arrows into a wagon crate ready to go to the dry kilns.

They are left in the steam dry kiln for 48 hours, by which time the wood is well seasoned. Then they come back to the sander, where they are polished on endless belts of sand-paper, or rather sand-cloth, that takes of the turning marks and smoothes them up almost like glass. Sometimes they are double-sanded, for the finest grade handles.

The Finishing Touches. After sanding, they may be immediately bundled for shipment, to the broom-makers who want to do their own finishing, or they may be stained and varnished before shipment. The better handles are given two or sometimes even three baths in the stain, and come out as bright as a limousine. Before this last process, however, they are carefully inspected, and all the off-grade handles are re-jected. The handles are shipped in bundles of 50 each, about 60-700 handles making a car load.

The same general process is followed for mop handles, except that they are smaller in diameter, and less carefully finished. They are not stained, at least to the same careful limit.

Uses for Rejected Handle. The rejected handles find many uses. They are cut down just like father's coat is cut down and handed on, first to big brother, then to little brother, and finally the baby gets the remnants as a rug to play on. The handles with a minor defect near one end, are made into garden stakes, 28 inches long. After that, Plumbers, Friends and other industrial demands use up sticks two feet or thereabouts in length. Tent pegs that are made by the miller, from used pieces already turned, and not long enough for the other uses; these are bored in a "rattle-box" which is a revolving hollow cylinder that tumbles and abrades them to smoothness. By the time these 6-inch pegs are cut, there isn't anything left but the sawdust.

Paper plugs, for roll paper, are made by the hundreds of thousands. Orchard marking stakes, three-quarters of an inch square, and three feet long, are made by sawing up some of the rejects before the first turning operation; these are put out by the tens of thousands, to use in marking off orchards, berry fields, and gardens.

Prospective Big Business. The magnitude of the business will surprise most men who look over the figures. One company wants a carload every week of particular, high grade mop handles. Orders from one to ten carloads at a time of broom handles and other things that the factory is producing come in on almost every mail. The company really isn't able to handle one-half of the business that comes to it. A factory extension is imperative, as soon as it can be made.

Demand for Hardwood. Up to this time, no hardwood work has been attempted; but the demand for Oregon hardwood products has made necessary the early expansion of the plant. It is probable that by the first of March, some hardwood stuff will be in process of manufacture. The equipment already comprises several automatic lathes for making

ax handles, peavey handles, rake and hoe handles, and a full line of such goods; it is practically ready to set up and run, though there isn't yet enough storage room to handle all the material and machinery that the business demands.

Oregon Oak Valuable. The Oregon oak is recognized as one of the best handle woods in America, or in the world. It is heavy, and not so elastic as white, second-growth hickory. But it is wonderfully strong, and it does not warp as does the hickory, which may crawl around the farm like a canful of angleworms. For axe handles and pick and mattock and sledge handles, it is almost an ideal wood; and the supply is practically unlimited. Hoe and rake handles will be made of ash, which can be secured in vast quantities; and the demand is far beyond the capacity of the Salem plant, or a half a dozen plants of like size. Peavey handles are made of Oregon maple.

On a Larger Scale. This hardwood business promises to make the Salem products even more famous than the brooms; especially because it looks like a bigger thing financially. The company has been looking towards this end, from the first, but has been content to go slow enough to feel its way into prosperity. Now that the demand for Oregon products has proven so heavy, and the products themselves are forcing repeat orders wherever they go, the company feels warranted in going ahead on a much more elaborate scale.

There are now nine individual electric motors at work in the factory, to drive the various machines. It is proposed to install one central steam plant, to have more steam for the dry kiln, and to utilize all the factory waste for steam and power. Now the accumulation of saw dust and waste and trimmings is a burden rather than an asset. A big steam plant would reduce the cost of handling the refuse, enough to make it a good investment. The machines would be relocated, so that one long line shaft, set under the floor as is the best modern shop practice, could drive them all. Conveyors, either belt or suction, would carry away all the sawdust, and feed it to the boilers and get rid of it at a profit every minute.

A New Dry Kiln. A new dry kiln is already being built, of more than double the capacity of the old plant. A large warehouse, to store the finished lumber, is under construction, and after it has been kiln dried, is to go in immediate contemplation. The company has fine trackage on the railroad, though the siding itself has not yet been laid; the excavation is made, ready for laying the rails. This will give far easier handling of raw materials in carload lots, and for the shipment of the finished products without rehandling from the new warehouse.

The company has been getting its slab material from the Falls City mills, though some has also had to be shipped in from Mill City and Silverton. Several deals have made flattering inducements to the company to take over their timber holdings and mills, in exchange for company stock. This plan, however, has not yet been adopted. Some fixed policy may have to be adopted to get their own hardwoods, which will have to be a special business apart from the soft-wood specialties; a hardwood mill in the field may be a possibility.

The company has consistently followed the policy of letting the business itself indicate its own development; it hasn't decided in advance that it will make things first and then make the market like them, but rather it has tried to find just what the market demands. A careful study of the markets under the new management, has given the company a vast fund of priceless information that makes its operations exact planning. Requests and even demands have come in for blocks of the stock to make the company stronger for the new expansion; and the showing already made justifies the scramble for a chance to invest. As a local institution that is making good, it ought to beat oil wells to death for investment.

Passenger—Say Captain, is there no hope—no hope whatever? Captain of the sinking ship—None at all, sir—no hope at all! Passenger—Just my luck! And I wouldn't eat any cucumbers for dinner for fear I'd have indigestion!—Washington Post.

Editor Statesman: My attention has recently been called to an editorial appearing in The Statesman under the date of December 24th, entitled, "Oregon Should Have a Bee School." Inasmuch as our department of entomology is now conducting here at the college a four weeks short course in beekeeping, which was widely advertised among the growers of the state, it occurred to me that it would be of interest to you to know that we are in a measure already fulfilling your suggestion.

Quite a little extension work has also been done and still more is contemplated among the beekeepers. For example, during the past year we held extension meetings with beekeepers in the state as follows: Deschutes county, 3; Malheur county, 3; Umatilla county, 2; Morrow, 1; Clatsop, 2; Linn, 1; Washington, 1; Portland 1. During the state fair at Salem a continuous bee demonstration was in progress under our bee specialist, H. A. Scullen. In cooperation with the Beekeeping association of those conducted in Washington, plans have been completed for four meetings in that state and four in this state, to be held as follows: Portland, June 24; Upper Willamette valley, June 27; Umatilla county, June 29; Malheur July 1.

The beekeepers, at their recent state meeting held in Pendleton, passed a resolution calling upon the extension service to provide seasonal information on problems of production and marketing, and plans have been approved for sending periodic circulars prepared by Professor Scullen to them.

While our bee industry has not advanced to the point that we can provide schools of such an extensive character as those conducted in California, we are recognizing the needs and attempting to meet them as best we can. Very truly yours,
—PAUL V. MARIS,
Director of Extension

The above communication, under date of Corvallis, Feb. 14, is gladly printed. It is gratifying to know that the authorities at the Oregon Agricultural college are alive to the value of the beekeeping industry; especially as this industry is all important in the pollinating of the fruit blossoms. So much so that good authorities say that no branch of fruit growing should be without plenty of bees; a hive to five hives to the acre of fruit.

It should be driven home constantly that the early summer honey flow in the Salem district is the best in the world, outside of southern Oregon, and that it is very easy to provide plenty of late bee pasture with paying crops; and that when this is done this district will be one of the very best localities known for profitable beekeeping.

So beekeeping will provide the assurance of a double crop, a crop of fruit and a crop of honey. It is easy to be seen that beekeeping carried on as it should be here will stabilize as nothing else possibly can the fruit industry; that, in fact, millions of dollars annually will depend absolutely upon millions of winged workers from the busy hives.

Beekeeping Course at Portland. A two days' course in beekeeping will be given under the auspices of the Multnomah County Beekeepers' association, tomorrow and Saturday, February 24 and 25, in room 612, Oregon building, Fifth and Oak streets, Portland.

Members of the Multnomah association will be in attendance from 9 o'clock a. m. to 9 o'clock p. m. each day, and all people interested in beekeeping are invited to attend these meetings, and bring their troubles and questions for the "question box."

The program at present is not completed, but A. E. Meserve will talk on "Comb Honey Production" for the small producer. On Friday evening at 7:30, Professor Scullen of Oregon Agricultural college, has consented to deliver

OREGON AGRICULTURAL COLLEGE GIVES ATTENTION TO BEEKEEPING

Quite a Little Extension Work Has Been Done and Still More Is Contemplated Among the Beekeepers of Oregon—Meeting at Portland Tomorrow and Saturday.

A lecture on "Colony Organization, Swarming and Increase" Saturday evening at 7:30. The subjects of "Spring Management," "Extracted Honey Production" and "Disease Control" will be taken up at the afternoon sessions. Leaders in these departments will be announced later.

A full line of equipment will be on display, together with up to date methods of assembling same. This should be of special interest to the small beekeeper.

People in surrounding cities and country are especially invited to attend, as these meetings will be open to all who are interested in beekeeping, and are the beginning of a general educational course which is to be launched by the Multnomah association in an effort to promote better beekeeping and a greater production of honey.

The Salem Broccoli association held at the Salem Commercial club rooms on Saturday last a very important meeting in many ways.

Real enthusiasm was shown among the growers and others who want acreage for another year. While winter freezing has been a discouraging feature, every grower to a man is in favor of growing the crop another year.

A great many inquiries came to President C. C. Russell as to the profit of the crop. Farmers who have grown the crop this year all state that there is much less work in a crop of broccoli than in most any crop they can raise.

Said Mr. Russell: "I feel safe in saying we have some growers in our association, who, with loss off, will get a profit of \$300 or more per acre."

"We also found through talks given by Mr. Griesel of the Glafke Commission company that is being shipped out of Coma, Cal., is \$1.60 a crate, against \$5 cents last year, and as California cannot compete with our broccoli as to quality, Oregon should sell at a good price this year."

"Mr. Griesel and Mr. Colton, of Portland, gave us inside dope on the selling end of the business. Much valuable information was given by the two gentlemen, as they have shipped cars the past four years; 60 cars were shipped last year by this company, 10 cars of which were shipped from Oswego. This firm comes under the best of references, having handled for such men as Chas. Kruse and Mr. Thomas of Oswego, with references from them. After a thorough talk with these gentlemen and many questions asked, there was unanimous feeling that which was unanimous in favor of Glafke & Co. handling the 1922 crop for members of this association."

"Will say that the crop will be pooled and they will handle same as well as large shipments, and in car lots. They will put a man here to supervise loading and packing, and a committee consisting of Mr. Russell, Mr. Curtis, Mr. Savage and Mr. Lynch were selected to enter into a contract with the Glafke company for the season's crop, which will commence coming about March 15, but no carloads will move sooner than March 25, and possibly April 1."

A local association of auto owners who have not had their machines stolen, is proposed.

GLAFKE COMPANY TO SHIP BROCCOLI

Salem Broccoli Association Decides in Favor of This Portland Firm

Eyes Tested
Glasses Fitted
Lenses accurately duplicated. Optical repairs carefully and promptly made.
Hartman Bros.
Jewelers and Opticians
Salem, Oregon

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On Farm Land
FIRE INSURANCE
on Your Buildings
REAL ESTATE
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305 State St.
SALEM, OREGON

Wiring Fixtures
Mazdas
Electrical Appliances
Salem Electric Company
"If it's electric, come to us."
Masonic Temple. Phone 1200

Save Your Clothes
Save Work and Worry by having your laundry work done by the
Salem Laundry Company
136 Liberty St. Phone 25

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Broom Handles, Mop Handles, Paper Plugs, Tent Toggles, all kinds of Hardwood Handles Manufactured by the
Oregon Wood Products Co.
West Salem

Capital City Laundry
Quality and Service
Phone 165

Our efforts will be to assist in every possible way the development of the fruit and berry industries of this valley
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On paved reform school road, southeast of Salem

We carry the following lines of PAINTS, Sherwin Williams Co. and Bass Hueter Co.
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Everything in Building Material
Falls City-Salem Lumber Company
A. B. Kelsay, Mgr.
349 S. 12th St. Phone 813

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