

More Bargains Every  
Day  
At  
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

Call On  
**Vick Brothers**  
for  
Overland  
Oakland  
Paige  
Willys-Knight  
Mason Tires  
Veedol Oil  
**Vick Brothers**  
Quality Cars

Eat a plate a day.  
**WEATHERLY ICE CREAM**  
Sold everywhere  
**BUTTERCUP ICE CREAM CO.**  
P. M. Gregory, Mgr.  
240 South Commercial Street Salem

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.

Why Suffer With Stomach Trouble when Chiropractic Will Remove the Cause  
**Your Health Begins When You**  
Phone 87  
for an appointment  
**DR. O. L. SCOTT**  
P. S. C. Chiropractor  
Ray Laboratory 414 to 419 U. S. Nat'l Bldg.  
Hours 10 to 12 a. m. and 2 to 6 p. m.

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

## SILVERTON FOUNDRY COMPANY FILLS A REAL AND VITAL NEED IN OREGON

A Large Business Built Up, from the Ground Up, by Serving Industries That Are Themselves Helped by the Service--Started in Small Way Almost Without Capital, and Has Grown Fast and Substantially--Finest Casting Sand on Coast Right There Under Building.

In two years the Silvertown Foundry, established by Charles J. Johnson and William G. Gehrke has built up from exactly nothing at all, to a payroll of close to \$1000 a month; to shipping in pig iron and coke by carload lots; to the manufacture of stoves and general foundry castings to the amount of almost \$25,000 a year.

Not many foundrymen are students of Emerson, the philosopher. But Charles J. Johnson and his wife, Mrs. Edna Johnson, secretary of the Silvertown Foundry company, read Emerson years ago, and they believed it where he said that the man who will build a better mousetrap or a better anything than any other man will be discovered and pestered by the world though he live in a wilderness. One would not look for a really pretentious foundry anywhere in the agricultural Willamette valley; but here it is, through following Emerson's advice. They have actually built their better stove, and the world is ragging them day and night for more stoves and castings and whatever they will make.

**Wide Experience**  
The company started in with practically no capital but its personal experience and character. Charles Johnson had worked for 23 years in foundries and iron works, all the way from Portland, Oregon, to Verneuil, France; in the latter place, as a sergeant in the United States army, he built and operated a brass foundry for the motor repair department of the army, that brought him a distinguished service citation from General Pershing. He has moulded irons and metals, under almost every possible condition; and it takes a wide experience to really know how to run a general foundry where so many individual problems arise as they do out here in the isolated west.

William Gehrke has had an even longer iron experience; it runs to almost 40 years. He was for a number of years with the Salem Iron works in Salem; in the Portland foundries for some years; and his very first such work was in Madison, Wisconsin. He has been doing foundry work in Oregon ever since 1889.

The two men became friends three years ago, and agreed to try out the business on their own hook. They picked Silvertown as a likely prospect, and moved there a little more than two years ago.

**Built From Ground Up**  
The companies that made and sold melting furnaces wanted almost \$1000 for a furnace such as they needed. "Won't pay it," said the new foundrymen. "We'll build one of our own and save the cost for our patrons." They did build it, from their own designs; they saved several hundred dollars for their patrons, as they had said. They built almost every other item of equipment in their shop, save the dynamo that drives the blast fan. The best commercial furnace on the market is not more efficient than their own home-made production; most of them are not nearly so effective or economical in operation, let alone in first cost.

**Working With Blowpipe Co.**  
Forming a working alliance with the Silvertown Blowpipe company, they established themselves in a building adjoining that notable sheet iron factory, and set to work. They do all the casting for the Sibloco furnaces. Some of this casting is of a quality to daunt any but the most skillful foundrymen; for the stove



Interior View of the Silvertown Foundry Co. Plant

work, where thin, strong shells must be produced, is about the most difficult of all casting jobs. The great expansion of the Sibloco business is due in part to the excellence of the castings it puts out from the Silvertown Foundry company.

**Logging Machine Repairs**  
The company has gone largely into logging machine repairs for almost the whole Willamette valley. It costs a mint to tie up a big sawmill for an hour or a day, or a week; to get mill repairs from the original factories is ruinous in both time and actual expense. The Silvertown company has made a specialty of this line of heavy work, and, through personal acquaintance with almost every plant in the valley, and through its ability to make good castings on a few minutes or hours of notice, has built up a tremendous business.

"We are able to do much of our casting direct from the broken parts instead of having to make wooden moulds," said Mr. Johnson, telling of this phase of their business. "It takes a good deal more skill and experience, but where the founder has these he can save his patrons much money and much more time, by using the parts themselves for moulds. We reproduce some very heavy stuff in this way, with gratifying results."

It may surprise many readers, as it did The Statesman writer, to know how quickly a casting can be prepared on an emergency call. The fire is laid in the furnace, and the coke turned in; it takes about an hour to get the fire up to the proper temperature. Then the iron is charged into the furnace, and within five minutes, or at the most 10 minutes, the molten iron can be drawn for a cast. The mould may be prepared while the fire is starting; it will be possible to get a casting in an almost incredibly short time, where the pattern or the broken part is at once available for making the mould. It will actually take longer for the iron to cool after the part is cast than it may take to start the cold furnace ready to make the casting.

The Silvertown company has not installed an expensive line of lathe or machine equipment. "We are foundrymen, not machinists," said Mr. Johnson. "We do not believe it is necessary, or desirable, to load the cost of a \$10,000 machine equipment on the occasional patron of the foundry. Most of the big machine users have their own lathes and finishing outfits, and they can do this machine work perfectly well. We are foundry specialists, and we follow Emerson in making our castings the very best that can be made. That's how we make our business grow."

**Fill a Real Need**  
They have indeed made it grow to the point that they now

pay due to \$12,000 a year in wages where two years ago there wasn't a cent paid in Silvertown foundrymen, and the mills and the workers lost tens of thousands of dollars in time and lost business while waiting for repairs from the original factories.

Somewhat iron is used, good casting of sufficient size to give them and iron. Iron can't well be used indefinitely; it changes chemically with every cast, and, after to or three meltings, without tempering, may become so hard and brittle as to be almost unworkable. The using of old castings over and over is one of the besetting sins of the inexperienced foundryman; his wares do not have the workable quality and the life of new iron. They are like shoddy compared to virgin wood. Most of the iron used by the Silvertown company comes to Portland in ship ballast, and is shipped to them in car lots. Their coke also comes in car lots; they aim to have a supply always on hand for several months, to provide for every emergency order or break-down of transportation.

There isn't much "waste" in handling iron, if the men themselves are careful and don't spill it in their shoes or on their clothes. About 1 to 2 per cent on large castings, for good clean iron, is possible though that is a rather better record than is usually made on general small work.

**Best and Right There**  
The Silvertown company played in the most wonderful luck in its location. That they say is about the finest casting sand on the coast is found right under their foundry; a stratum of about a foot of clay and that is the foundryman's dream. Some good sand is found at Oakland, Cal., and some fairly good at Portland, but they claim to have the very best there in this part of the country. Casting sand requires just the proper admixture of clay to hold it together; the Silvertown sand has it mixed just as a ten-thousand dollar chemist would like to mix it if he could. This sand helps mightily in making good castings; the foundryman can depend on its giving definite results, and he doesn't have to guess or wonder how it will behave.

**Prune Drying Furnaces**  
An order recently came from one firm in Southern Oregon for 36 of their prune-dryer furnaces. These weigh almost 1000 pounds each, and are considered as fine stoves for the purpose as have ever been made. The company has built up a big business on these heaters, and the growth of the evaporation business in Oregon and California insures them a steady and vastly larger market than they now have.

logging cars and locomotives has grown into a really big industry. The brake shoes wear out fearfully fast on the heavy logging road grades, where the incline may be up to 10 per cent. The Silvertown company is making a special steel-backed standard shoe for cars that though they might break as they wear thin and receive a heavy shock in use, can't fall off and be a derailing demon; the rolled steel back holds the broken parts in an unbreakable grasp. No homogeneous cast shoe of either iron or steel can be trusted; but these laminated shoes simply can't fly to pieces, though they were shattered in many parts. The same kind of shoes are made for both the Heister and the Shay logging locomotives, and they are taking the market by storm.

Mrs. Edna Johnson is the secretary of the company, and handles all the accounts. The men of the corporation, Messrs. Johnson and Gehrke, find that to devote their whole time to the active supervision of the foundry, and to be on the job for every important detail that means to make their goods better, is their best activity; and Mrs. Johnson handles the correspondence most capably, as a stockholder and active manager of the concern.

Patterns are made in the shop, wherever necessary; though in much of their repair work, they are able to mould direct from the original replacement parts. Some of the companies for whom they do standard work, have their own patterns, which are supplied on demand. The company regularly supplies castings for other furnace and stove firms in the valley, but it does nothing of sheet metal work for itself. Sheet metal working is entirely apart from casting, and we know the one by heart and some one else knows the other. We both stick to our jobs and do expert work all around," is the Johnson statement on the mixing of employment.

From 10 to 12 tons of iron a week is their fair average output; this comprising a curious range of regular and unusual work. They do some heavy building casting, columns and footplates and manholes, but do no built-up girder or structural steel work. This is a separate department of iron-making and they have chosen their specialty and are sticking to it.

## PRICES OF PRUNES PUT UP A FRACTION

The Report of Progress in Current Weekly Bulletin of Oregon Growers

(The following is the current weekly press bulletin of the Oregon Growers' Cooperative association, issued on Monday.)

The Oregon Growers' Cooperative association has advanced the price of prunes one-half cent on 30-40s and one-quarter cent on all other grades, above the opening prices. The price as announced is as follows for prunes packed in 25-pound boxes, f.o.b. shipping point:

30-40s	11 1/2
40-50s	9 1/2
50-60s	8 1/2
60-70s	8
70-80s	7 1/2
80-90s	6 1/2
90-100s	6 1/4

Oregon prunes have been sold in more markets this year than ever before, according to officials of the association, and it is their belief that this will help materially to dispose of this crop as well as future crops. Great Britain, Central Europe, Canada and domestic markets have responded with an eagerness for the 1922 pack that has been surprising.

The first payment of two cents per pound on gooseberries has been made to the members of the Oregon Growers' Cooperative association in the Willamette valley, according to a statement issued recently. This will be followed by other payments and the closing of the pool as soon as the shipments of the canned fruit is completed.

Strawberry growers are also being advanced a like amount. Cherries are now moving faster. The association expects to move two cars of black cherries before the end of the week. Several cars have been shipped from The Dalles to Chicago and New York markets.

The loganberry harvest is on with practically every yard busily caring for the fruit. Growers state that a considerable tonnage will be lost on account of the hot dry weather of the last few days. The crop is suffering from a lack of rain and the fruit which usually ripens toward the end of the season will not amount to much according to growers.

The cherry and loganberry crops will come together this year and growers who have not engaged their labor report considerable alarm over the scarcity of help.

## AN OREGON PULLET PUTS OVER RECORD

Oregon Never Takes a Back Seat When It Comes to Poultry Records  
Editor Statesman:  
A few days ago we noticed in your paper about an Arizona man having White Leghorn pullets laying at the age of 3 months and 25 days. Being poultry raisers ourselves and native Oregonians, we couldn't let this pass, and wish to report that we have a White Leghorn pullet hatched Feb. 25, this year, that commenced laying June 18, aged 3 months and 21 days. This pullet had no extra care, but a nice grass range and all the butter milk she could drink. Oregon never takes a back seat when it comes to poultry records.  
Yours respectfully,  
—MRS. ARTHUR HOLMES,  
Mt. Angel, Ore., July 3, 1922.

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

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

**OWPCO.**  
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

**Monuments and Tombstones**  
Made in Salem  
This is the only monument works in Salem  
Big Stock on Display  
**Capital Monumental Works**  
2210 S. Com'l. Opposite Cemetery Phone 689

**Made in Salem**  
by experienced Swiss Cheese maker  
Swiss Cheese  
Cream Brick Cheese  
Limberger Cheese  
Order from the factory or from your grocer  
**Salem Cheese Factory**  
Phone 31711  
On paved reform school road, south of Salem

**KING'S FOOD PRODUCTS COMPANY**  
Dehydrators and Canners  
**Oregon Fruits and Vegetables**  
Salem Portland The Dalles Oregon

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

**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 Licensed Lady Embalmer to care for women and children is a necessity in all funeral homes. We are the only ones furnishing such service.  
**Terwilliger Funeral Home**  
770 Chemeketa St. Phone 724  
SALEM, OREGON

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

We Are Out After Two Millions  
We are now paying over three quarters of a million dollars a year to the dairymen of this section for milk.  
**"Marion Butter"**  
is the Best Butter  
More cows and better cows is the crying need  
**MARION CREAMERY & PRODUCE CO.**  
Salem, Ore. Phone 2488

**MONEY TO LOAN  
On Farm Land  
FIRE INSURANCE  
on  
Your Buildings  
REAL ESTATE  
L. A. HAYFORD  
305 State St.  
SALEM, OREGON**

**DIXIE BREAD**  
Dixie Health Bread  
Ask Your Grocer

**G. SATTERLEE AUCTIONEER**  
Phones: Residence, 1211  
Office, 1177  
SALEM :: OREGON

**BETTER YET BREAD**  
It Satisfies  
Made By  
**MISTLAND BAKERY**  
12th and Chemeketa  
Order from your grocer

**Seamless Hot Water Bottles and Combination Syringes**  
Guaranteed Not To Leak  
Prices from \$1 up  
**Brewer Drug Co.**  
405 Court St. Phone 184