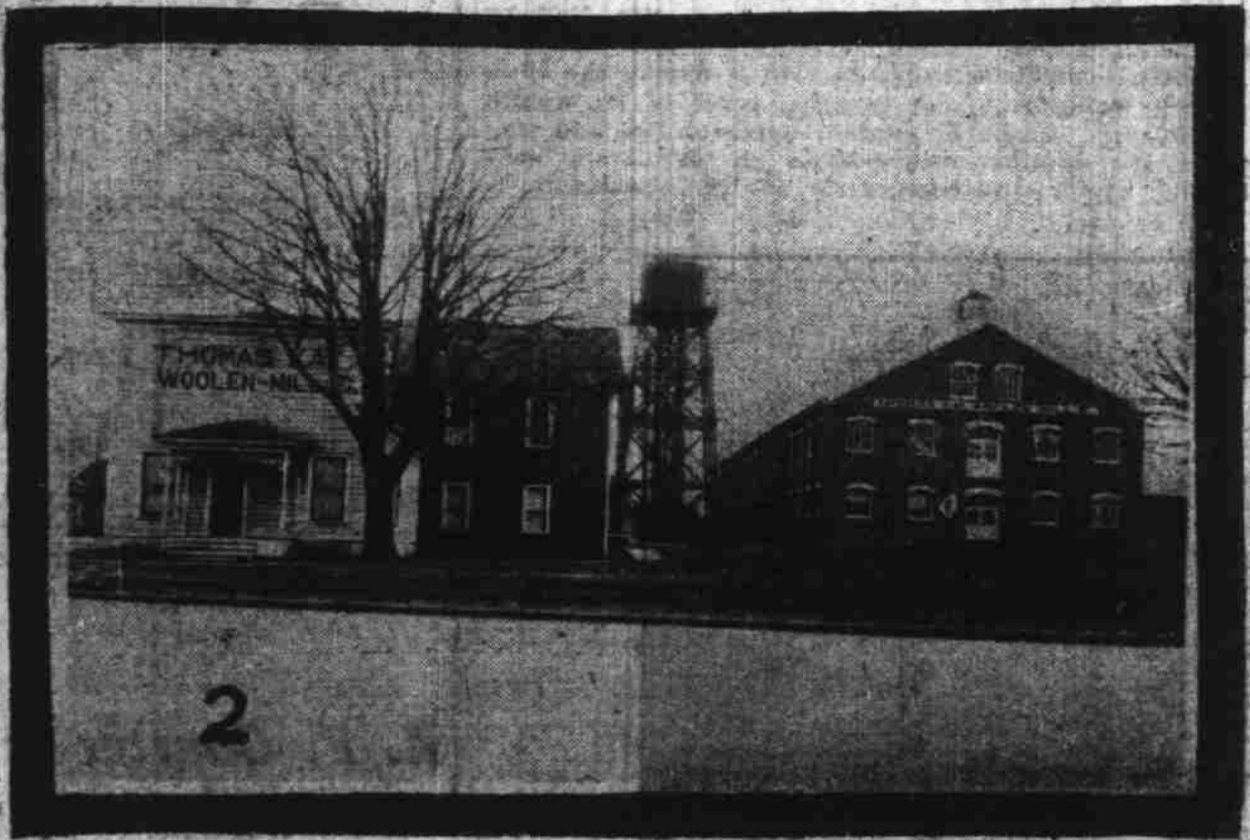


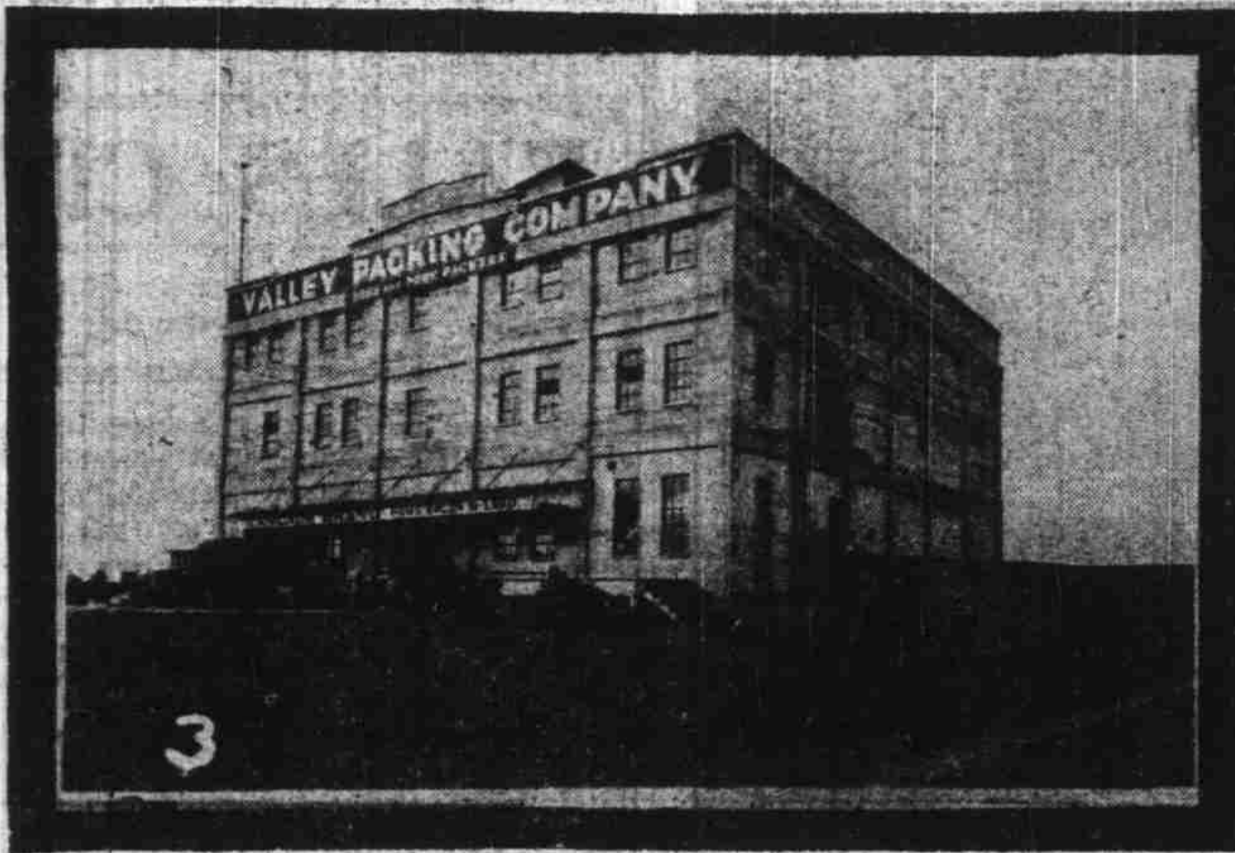
1—Plant of Oregon Pulp & Paper company at Salem, with new wing just finished at the reader's left. The pulp mill, in the rear, is not included in this view.



2—Thomas Kay Woolen Mills, where the fleeces of Marion and Polk county sheep find their way into garments of the choicest quality.

GROUP of Payroll Institutions of the Greater Salem District, representative of its diversified industries, which turn into the finished products the output of Marion and Polk county farm, ranch and forest.

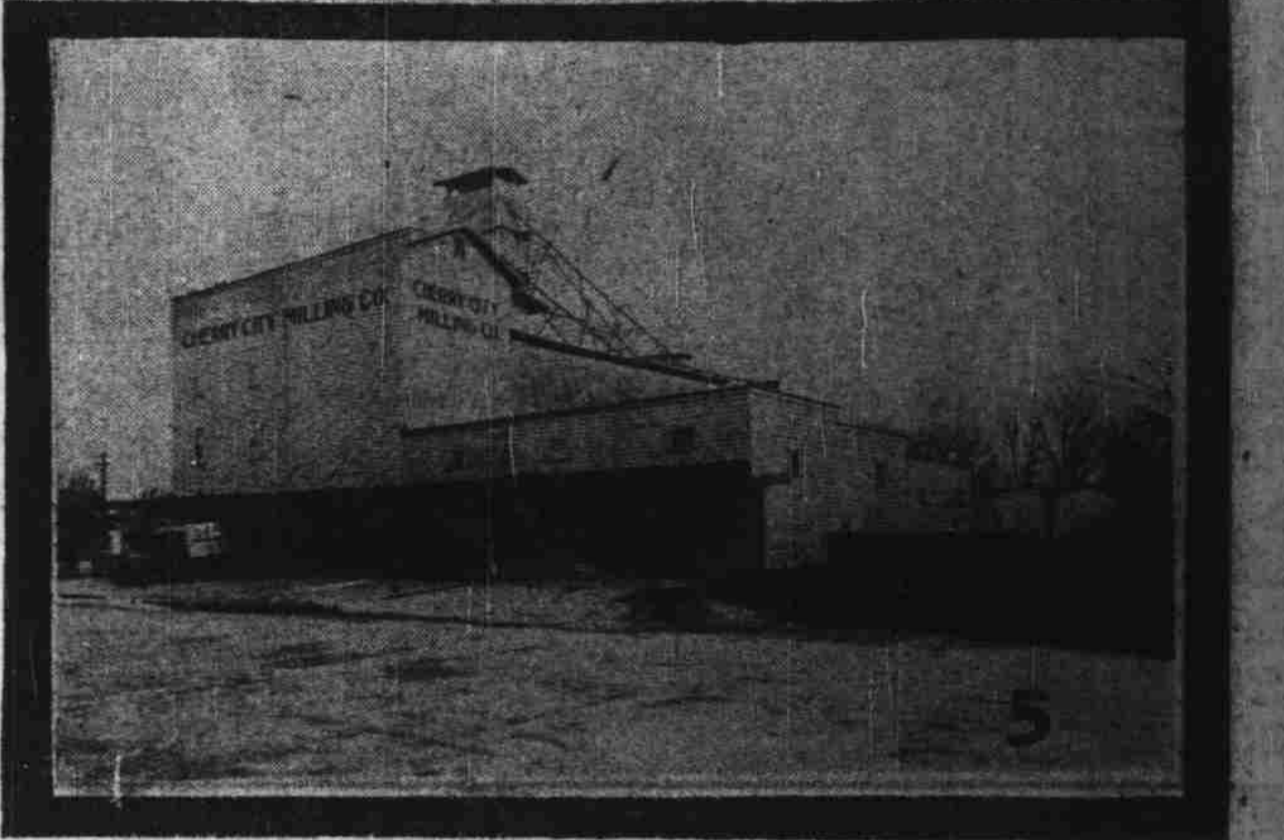
The Greater Salem District's lumber, paper, woolen, meat packing and flour manufacturing plants play a tremendous part in assuring its continual prosperity.



3—Valley Packing Company plant, home of the famous Cascade Brand of Ham, Bacon and Lard. This institution is a boon to the stockmen and farmers of the Greater Salem District, in that it affords a market for their produce, thereby eliminating the waste and inconvenience incident to long distance shipping. The high quality of this plant's output insures a ready sale, the firm's problem being not one of selling its goods but of buying enough animals to supply the demand.



4—The Chas. K. Spaulding Logging Company plant at Salem, one of the important factors in the Marion and Polk county lumber industry. The company operates another mill at Newberg.
5—Cherry City Milling company's flour mill, where the famous Cherro Flour is made, and sold to both domestic and export trade.



SALEM HAS HEALTHY ACTIVITY

Has More Money in Banks Than Ever Before in Her History—Residents Buy Own City's Bonds in Red-hot Competition with Outside Bidders—Money Becoming Active and Steady Business Growth Seen by Keen Financial Observers

There is more money on deposit in the Salem banks at the present time than ever before in the history of the community. This indicates either prosperity or distrust, as one may view the movements of money. Prosperity, because the money is here, and it is here in hard, cold cash; distrust, in that it is in the bank instead of being out on the job, in factories, farms, industries.

In general, however, the community is exceptionally prosperous, as considered along with other states, other localities in the same state. The schools have been maintained at a lower per capita bond cost than in any other first class district in the state. That leaves more money in the hands of the people. The federal income tax roll last year shows 1300 persons in Salem who pay an income tax; how much is known only to the tax gatherers; but they pay, according to the list posted up in the Salem post office. For that many to have a tax-paying income in a community of Salem's size is self evident prosperity.

million dollars more than it had a year ago, in spite of the generally unprofitable farming season—indicate a disinclination to invest in permanent, big business. The money is held subject to call; but the owners are cautious, and the right investment has not yet come before them. The dollars are perhaps even more than cautious; they act timidly, or even cowardly, and until they gain courage, there may continue to be heavy deposits and low interests and no great building or industrial progress.

Conditions are stabilizing, however, so that the coming season is expected to show a decided gain in business investment. A number of big business building investments are in sight for the year; some are already in progress, like the A. H. Moore apartments and store building, the Steeves-Moore-McCormack block remodeling, the remodeling of the Derby office building, the Traglio warehouse, and others that are promised for this season. The business portion of Salem is decidedly overcrowded; these office and store expansions are necessary to accommodate the business needs of the city. A program of business building is definitely assured.

than that its own people buy its bonds at the highest competitive price. **Cannery Extensions Coming** Plans for the extension of practically every cannery in the city, this year, indicate the trend of Salem industry. More and more this is becoming an industrial city; the old days of clerical dependence on the state capital and its institutions are utterly gone. The labor payrolls dwarf into significance the whole official salary roll, however big the "in" politicians may make it or the "out" politicians may claim it to be. The canneries employed close to 2000 people at one time, in the peak of last season; and fully 1000, and perhaps even more, were at the same time working in the orchards and fields, growing or gathering the fruit handed in Salem. While much of this is seasonal work, the aggregate wages runs into a vast sum that insures prosperity to thousands of homes.

Longer Canning Season The development of the dehydration process, and the small unit packing of prunes and dried berries and cherries mean a far longer fruit season than was possible in the straight canneries. This development is a certainty, and some of it will come this year. The prediction has been made that within 10 years fully 90 per cent of all the prunes sold from the Pacific coast will be packed in cans. As the Oregon Growers alone handled more than 20,000,000 pounds of prunes this year, and only about 5 per cent of these went into cartons, from the Forest Grove plant, it may be seen what an immense field the carton-fruit industry offers. Some of this field will be covered by the plant extensions this year; and the wage increase will be a great factor in community prosperity.

the little fellows of the team are getting battered and beaten in an unequal struggle with a heavier team, when he could turn the tide of battle; it is like a powerful swimmer sitting on the bank and watching a cripple try to save a drowning child. This sort of thrift saves only itself; it does not build a community. Fortunately for Salem, this thrifty conservatism is passing. Industrial progress is in sight for the coming year; no plunging, not

With widely diversified industries, whose payrolls aggregate more than \$10,000,000 annually, the manufacturing interests of Marion county are taking on an importance that is attracting wide-spread attention. During the past decade, the county has ceased to be known entirely as an agricultural community—although farming, horticulture, dairying and poultry farming still maintain a position of leadership—and is rapidly taking on an industrial development. The

MARION SECOND IN PAY ROLLS

Second Only to Multnomah in Scope and Volume of Manufacturing—Timber, Paper, Woolen Goods, Canned Fruits and Vegetables, Flour and Cereals, Foundry Products, Building Materials Are Listed Among Chief Articles Produced

larger cities and towns are fast annexing payrolls that go far in supplementing the incomes from agricultural pursuits and that give employment to thousands of people in the aggregate. Salem, for instance, with a multiplicity of manufacturing plants and with an annual payroll of approximately eight and one-half millions of dollars, is a noteworthy example. Silverton, the site of the two largest lumber mills of the Willamette valley, one of which is among the three or four leaders of the entire Pacific Northwest, is a wonderful payroll city. In fact, the two, for their respective sizes, are attracting attention as the two communities of the Pacific coast that stand out predominantly as manufacturing centers. And there is hardly a town or community within the county which does not boast of at least one, and in many cases of several, manufacturing plants.

It is doubtful whether the most enthusiastic Marion county booster of a dozen years ago would have believed the industrial development that has come about in the past decade, or a little more possible. If some prophet had told him in 1909 that by 1919 the county would be manufacturing articles to the value of \$10,000,000 annually and that by the year 1922 the value of this output would approximate the \$20,000,000 mark, he would no doubt, have considered his informant a visionary. And yet such has been the record. The opening up of the timber industry and the development of agricultural and horticultural pursuits, which has taken place largely within the seven years, are the two causes of this industrial awakening.

Four large sawmills, besides a score of smaller ones, give occupation to thousands of workmen and distribute several millions of dollars annually. Of these Silverton has two, the Silver Falls Timber company and the Silverton Lumber company; Salem has one, the Chas. K. Spaulding Logging company and Stayton one, the Brown & Petzel Lumber company.

The Thomas Kay Woolen Mills at Salem and the Santiam Woolen Mills company at Stayton are important units in the county's industry. The former employs several hundred hands and has a big output every year, while the latter, employing about 60 men and women, works the year round supplying a few of the large distributing drygoods houses of the nation with woolen blankets. Of such a high grade are the products of these two concerns that their output is always contracted for in advance.

Salem now has six canneries and this season will have a seventh in operation. There are two at Woodburn, the Graves Canning company and the Willamette Canning, Inc.; Stayton has one and Silverton one.

Of late years, the manufacture of machinery and of foundry products has assumed large proportions. The Salem Iron Works, besides doing general foundry work in iron and brass, manufactures centrifugal pumps for irrigation, and prune drier stoves and ovens. The Silverton Blowpipe company makes a superior kind of blowpipe for sawmills and manufactures a type of turbine that is meeting with a tremendous demand. Both of these concerns have tremendous payrolls and are large assets to their respective communities. The Silverton foundry, besides, does a big business in logging locomotive repairs and in general foundry work.

Because of its location on the bank of the Willamette river and of the impetus given to the good roads movement during the recent past, there has grown up in Salem several thriving gravel plants. These take from the bed of the river a coarse gravel which is used on all the primary state highways and county roads. The Oregon Gravel company and the Salem Sand & Gravel company do big volumes of business annually. Marion county, too, has a

Eleven flour mills are busily engaged the year through in Marion county, two of them, the largest in point of output, manufacture for domestic consumption and for the export trade, the Fisher Flour mill at Silverton and the Cherry City Milling company of Salem. Silverton has a second mill, Stayton has two, Turner two and Monitor, Woodburn, Jefferson and Sidney have one each. The capacities of these mills range from 50 barrels daily

CHAMBER WORKS FOR BIGGER SALEM

By J. C. PERRY, President

Many things for a greater Salem have been accomplished this past year through the efforts of the Chamber of Commerce, which has been headquarters for meetings of civic bodies almost every day and evening of the year.

One movement which was inaugurated by the Chamber of Commerce and which will be of great value to the city is the opening of Capitol street, north, leading to the fairgrounds road and opening up a valuable addition for homes in the city, to be known as the Highway addition. Through the efforts of a committee appointed to look into the situation, the street is now opened and will be paved this coming spring.

A committee has been appointed to formulate plans for a city beautiful. This committee will confer with reliable landscape artists, and during the year a scheme of planting will be suggested by which the streets and public highways of the city will present a general uniform appearance in shrubbery and flowers.

The Chamber of Commerce was a potent influence in bringing to pass Salem's recent authorization of the \$500,000 bond issue for the betterment of the present crowded condition in the public schools by the erection of new buildings. At the inception of the movement the Chamber appointed a committee consisting of Elmo S. White, chairman, Col. E. Hofer and William E. Wilson, to confer with the school board and to champion the bond issue following the action of the board in calling the election. It is very gratifying to know that the board sanctioned the issue by a large majority and that she thereby has availed herself of the opportunity to keep her school system abreast of the demands of her rapidly increasing population.

The Chamber of Commerce is lending its influence towards efforts to be made by the Marion county community federation by which every community in the county may be represented when action need be taken that Marion county act as a unit.

The traffic department of the Chamber of Commerce has quietly been doing great work in its endeavors to secure lower freight rates for Salem that it is hoped will eventually place our port for distant shipments on a par with Portland and other sea-port cities. This is especially important since Salem is becoming the canning center of the northwest.

Through efforts of members of the Chamber of Commerce efforts are to be made to create throughout this Willamette district a more friendly feeling towards Salem.

To call especial attention to Salem as an educational center and a beautiful city of homes, the Chamber of Commerce will issue this year a new booklet, stating in addition to its beauties as a home city, its great industrial advantages as the canning and fruit center of the northwest.

Salem Bank Deposits Huge
The heavy Salem bank deposits—the Ladd & Bush bank, for instance, has three quarters of a

could be paid to a city's stability

(Continued on Page 7)