

OWPCO

Broom handles, mop handles, paper plugs, tent pegs, all kinds of hardwood handles, manufactured by the

Oregon Wood Products Co.

West Salem

Our Ideal: "The Best Only" Our Method: Cooperation

Capital City Co-operative Creamery

A non-profit organization owned entirely by the dairymen. Give us a trial.

Manufacturers of Buttercup Butter "At your Grocer"

Phone 299 127 S. Com'l St.

SELLING SALEM DISTRICT

Dates of Slogans in Daily Statesman

(In Twice-a-Week Statesman Following Day)

Loganberries, Oct. 5.
Prunes, Oct. 12.
Dairying, Oct. 19.
Flax, Oct. 26.
Filberts, Nov. 2.
Walnuts, Nov. 9.
Strawberries, Nov. 16.
Apples, Nov. 23.
Raspberries, Nov. 30.
Mint, December 7.
Great cows, etc., Dec. 15.
Blackberries, Dec. 22.
Cherries, Dec. 29.
Pears, Jan. 6, 1924.
Gooseberries, Jan. 13.
Corn, Jan. 20.
Celery, Jan. 27.
Spinach, etc., Feb. 3.
Onions, etc., Feb. 10.
Potatoes, etc., Feb. 17.
Bees, Feb. 24.
Poultry and pet stock, Mar. 3.
Goats, March 10.
Beans, etc., March 17.
Paved highways, March 24.
Broccoli, etc., March 31.
Silos, etc., April 7.
Legumes, April 14.
Asparagus, etc., April 21.
Grapes, etc., April 28.

Drug garden, May 5.
Sugar beets, sorghum, etc., May 10.
Water powers, May 17.
Irrigation, May 24.
Mining, May 31.
Land, irrigation, etc., June 7.
Dehydration, June 14.
Hops, cabbage, etc., June 21.
Wholesaling and jobbing, June 28.
Cucumbers, etc., July 5.
Hogs, July 12.
City beautiful, etc., July 19.
Schools, etc., July 26.
Sheep, Aug. 2.
National advertising, Aug. 9.
Seeds, etc., Aug. 16.
Livestock, Aug. 23.
Automotive industry, Aug. 30.
Grain and grain products, Sept. 6.
Manufacturing, Sept. 13.
Woodworking, etc., Sept. 20.
Paper mills, etc., Sept. 27.

(Back copies of the Thursday editions of the Daily Oregon Statesman are on hand. They are for sale at 10 cents each, mailed to any address. Current copies, 5c.)

PREEMINENT AS A PAYROLL CITY

Salem is preeminent as a payroll city—For cities of her size on the Pacific coast.

The wage rolls here now aggregate at least \$8,000,000 a year, and they are growing and due to grow faster, as our orchards and gardens and other horticultural and agricultural and live stock industries grow and the manufacturing and merchandising and banking and shipping requirements grow with them.

That is what makes Salem solid—She is tied to the soil which yields new wealth and larger returns each succeeding year.

Such a combination is a sure thing—It makes for a Gibraltar prosperity, and an ever growing one.

Valley Motor Co.

260 North High Street

Phone 1995

Boost This Community
by Advertising on the Slogan
Pages

DID YOU KNOW That Salem is a payroll city; that Salem is a manufacturing center, and is bound to become one of the big manufacturing cities of the country; that Salem is on the way towards becoming the Belfast of the United States, around which will grow a flax and hemp manufacturing industry that will bring to us annually \$100,000,000; that there are vast undeveloped water powers within easy reach of Salem and that may be developed cheaply, speaking comparatively; that Salem is near enough to all the great water power projects of Oregon and a part of Washington to make them available for her share of what she may ultimately need of their hydroelectric energy; that this is one of the most promising fields in the United States for hydroelectric development, for the profitable investment of capital; that Salem now pays her wage earners at least \$8,000,000 a year and is increasing her wage rolls very fast; and that in this respect she makes a better showing than any city of her size on the Pacific coast?

EAT A PLATE A DAY Weatherly Ice Cream

SOLD EVERYWHERE

Buttercup Ice Cream Co.

P. M. GREGORY, Mgr.
240 South Commercial St.
SALEM

DODGE BROTHERS SEDAN

Bonesteel Motor Co.
184 S. Com'l St. Phone 428

VALLEY PACKING CO. CASCADE BRAND HAMS, BACON AND LARD

U. S. Inspected

SALEM, OREGON

EIGHT MILLION DOLLARS ANNUALLY ON THE PAYROLLS OF SALEM CONCERNS

This Is Thought to Be a Conservative Estimate, the Industrial Payrolls Making Up Something Like a Third of the Whole—Best Showing for a City of Salem's Size in the Whole Northwest for Volume of Money Paid to Wage Earners

As a city with a payroll, Salem stands preeminent in the northwest, for a city of her size, according to those who have made a careful study of industrial conditions surrounding cities of 20,000 to 25,000 people. The metropolitan district of Salem, that is, Salem and its suburbs, now contains not far from 25,000 people.

The industrial payroll of the city approximates \$2,500,000, with capital investments of around \$9,000,000, and output of around \$20,000,000 annually. There have been large additions the past year to paper mill capital, output and payroll, and the same is true as to the canneries, the automotive industries, and throughout almost the whole list under the heading of industrial establishments.

The trade payroll of the city is estimated at \$2,250,000 annually; that is, the amount paid out in wages by the various retail establishments throughout the city; and including a growing amount of wages paid out by the wholesale houses of Salem.

The payroll is about \$1,500,000 annually. It runs around \$125,000 a month. There can be added to this at least \$500,000 for the Salem United States Indian training school, the Salem school district, the city of Salem, the county of Marion, Willamette university, and the various other branches of the public service, and the other educational institutions.

In addition to these payrolls, there is the vast amount paid out annually from fruit tracts within the trading area of Salem, estimated at about \$1,500,000. This farm payroll begins with the gooseberry and strawberry picking, and continues till into the rains of winter, when the last of the apples and pears are harvested. It reaches its height in the hop picking season, which is now on, when thousands of people come within the trading area of Salem, where may be found more than half of the hop acreage of the state—and Oregon is the greatest of the hop growing states in point of acreage and production and overlapping hop picking and drying comes prune picking and drying. There is work on the

fruit and nut farms all the year through; and on the dairy and stock farms—for we have seed time and harvest every month, and every day in the year.

With all these payrolls, it is estimated that more than \$8,000,000 is paid out annually within Salem and within the area that does practically all its trading in Salem.

The following is a list of industries in Salem, collected and corrected up-to-date by a Statesman reporter; and it should be explained that some manufacturing concerns have no doubt been overlooked, for there was no way to secure the list excepting by patient and wide inquiry, there being no association of manufacturers here, and no other source of information excepting this same patient inquiry by the reporter:

Automobile Electrical Works
R. D. Barton.
Joe Dickson.
E. H. Burrell.
Farris & Powers.
Automobile Repair Shops
Bonesteel Motor Co.
Ray Clark.
Liberty Garage.
Marion Automobile Co.
Oscar B. Gingrich.
Otto J. Wilson.
Valley Motor Co.
Salem Auto Co.
Great Western Garage.
Highway Garage.
Salem Nash Co.
Otto Buff.
Mike Panek.
Arrow Garage.
Cherry City.
H. L. Clark.
Alvy Davis.
Jack Doerfer.
Lanham Garage.
F. W. Pettyjohn Co.
Fairgrounds Garage.
John Maurer.
Huffman Motor Sales Co.
E. Kroepfle.
Fred Kirkwood.
H. J. Miner.
Newton Chevrolet Co.
Liberty Garage.
Salem Automotive Service.
Walsh Brodhead.
Shamrock Garage.
Vick Brothers.
Herbert Howe.

Automobile Painters
W. J. Annibel.
C. H. Cameron.
Reliance Auto Painting Co.
Auto Radiator Repairing
J. C. Starr.
Bakeries
Bakerite Sanitary Bakery.
Cherry City Baking Co.
Peerless Bakery.
Salem Baking Co.
Mistland Bakery.
Bedding
Capital City Bedding Co.
Bicycle Repair Shops
A. H. Moore.
Lloyd E. Ramaden.
Harry W. Scott.
Boiler Manufacturers
Theo. M. Barr.
W. W. Rosebraugh & Co.
Salem Iron Works.
Book Binderies
Rogers Paper Co.
Bottling Works
Star Bottling Works.
Gideon Stolz Co.
Broom Handle Manufacturers
Oregon Wood Products Co.
West Salem. Factory recently burned but will be rebuilt, making also axe and other handles, and adding machine cores, etc.)
Box Factories
Spaulding Logging Co.
Candy Manufacturers
Gray Belle.
The Spa.
Hill Candy Factory.
Davies Shack.

Canneries
Producers' Canning & Packing Co.
Hunt Bros. Co.
Oregon Packing Co.
Kings Food Products Co.
Oregon Growers'.
Northwest Packing Co.
Starr Fruit Products Co.
Carriage Repairing
P. J. Larsen.
Ira Jorgensen.
Carriage Top Manufacturers
Otto J. Grunert.
Woods Top Shop.
Chemists, Manufacturing
Dan J. Fry.
Concrete Brick Manufacturers
Oregon Gravel Co.
Cider Manufacturers
Commercial Cider Works.
Gideon Stolz Co.
Cigar Manufacturers
Henderson Cigar Factory.
Cleaners and Dyers
City Cleaning Works.
D. H. Mosher.
Scotch Woolen Mills.
Salem Woolen Mills store.
Salem Cleaners and Dyers.
Swiss Cleaning and Dye Works.
John Sundin.
M. A. Estes.
Frank Palm.
Standard Cleaners and Dyers.
SCOPIC 'N' Span.
Wm. Christence.
Japanese Laundry.
Japanese Cleaning Parlor.
Creameries
Capital City Cooperative Creamery.

Fairmount Dairy.
Marion Creamery & Produce Co.
Electric (Gas and Power) Plants
Portland Railway, Light and Power Co.
Dehydration
King's Food Products Co., largest dehydration plant in the world using modern processes and patents. Employ as high as 1000 people.
Feed Mills
Archerd Implement Co.
South Salem Feed Mills.
Cherry City Flouring Mills.
D. A. White & Sons.
Paul Traglio.
Barkus & Son.
Fence Works
Salem Fence and Stove Works.
Flax Products Manufacturers
State Flax Industry.
Flour Mills
Cherry City Milling Co.
Foundries

Ice Cream Manufacturers
The Spa.
Buttercup Ice Cream Co.
Jewelry Manufacturers
Pomeroy & Keene.
Hartman Bros.
H. T. Love.
Juice Manufacturers
Northwest Fruit Products Co.
Commercial Cider Works.
Land Plaster Drill
W. W. Beardsley.
Laundries
Capital City Steam Laundry.
Chinese Laundry.
Japanese Laundry.
Salem Laundry Co.
Yale Hand Laundry.
Home Wet Wash Laundry.
Machine Shops
Iowa Machine Co.
John Maurer.
E. M. Kightlinger.
Salem Iron Works.
W. W. Rosebraugh.
Wechter & Smith.
Done Rite.
Ira Jorgensen.
Maraschino Manufacturers
Starr Fruit Products Co.
Meat Packers
Ennis Wait.
Marble & Granite Works
Capital Monument Works.
Blessing Granite Co.
Motorcycle Repair Shops
Lloyd E. Ramaden.
Harry W. Scott.
Optometrists Manufacturing
Dr. C. B. O'Neill.
Bor Optical Co.
Morris Optical Co.
Pomeroy and Keene.
Plumbers
Theo. M. Barr.
A. L. Fraser.
Nelson Bros.
Graber Bros.
J. B. Nathman.
Lewis Ashliman.
Otto Muehlaupt.
Printers: Job Work
Commercial Printing Co.
John Conger.
N. D. Elliott.
Moore & Co.
Rowland Printing Co.
State Printing Department.
Bertleson Printing Co.
Statesman Pub. Co.
Edward Stewart, trade linotype.
The J. J. Kraps Co., school book publishers.

Salem Iron Works.
W. W. Rosebraugh & Co.
Salem Mfg. Co.
Fruit Packers
Drager Fruit Co.
Producers' Canning & Packing Co.
Oregon Growers' Co-operative Association.
Willamette Valley Prune Association.
California Grace Fruit Co., (part of the year.)
Fruit Products Manufacturers
The Phez Co.
Salem King's Products Co.
Commercial Cider Works.
Gile & Jenks.
Fruit Dryers
Producers' Canning and Packing Co.
Bruce Cunningham, West Salem.
Many dryers in suburbs, and near Salem.
Furnace Manufacturers
W. W. Rosebraugh & Co.
Nelson Bros.
A. L. Fraser.
Furriers
West Fur Co.
Glove Manufacturers
Gleason Glove Factory.
Gravel Plants
Oregon Gravel Co.
Salem Sand & Gravel Co.
West Side Gravel Co.
Hop Baskets
Salem Fence Works.
Ice Manufacturers
Salem Ice Co.
Capitol Ice Co.
City Ice Works.
Ice Cream Manufacturers
The Spa.
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Publishers
Statesman Pub. Co.
The Capital Journal.
Rubber Stamp Manufacturers
Paul W. Sims.
Rug Manufacturers
Angora Rug Co.
Sand and Gravel Plants
Oregon Gravel Co.
Salem Sand and Gravel Co.
West Side Gravel Co.
Sash and Door Factories
Spaulding Logging Co.
Hansen Sash and Door Factory
Saw Mills
Charles K. Spaulding Logging Co.
Seed and Seed Grain Cleaners
D. A. White & Sons.
Paul Traglio.
Charles R. Archerd Co.
Sewer Pipe Manufacturers
Oregon Gravel Co.
Sheet Metal Works
Theo. M. Barr.
A. L. Fraser.
Nelson Bros.
J. B. Nathman.
Graber Bros.
Soap Factory
Angora Rug Co.
Shoe Repairing Shops
V. E. Kuhn.
Parish Bros.
G. C. Patterson.
Harry M. Styles.
O. E. Price.
The Bootery.
Oswald Shop.
Tailors
D. H. Mosher.
M. A. Estes.
Salem Woolen Mills Store.
John Sundin.
Frank Palm.
Wm. Christence.

Tanneries
Angora Rug Co.
East Salem Tannery.
Tile Manufacturers
Salem Tile and Mercantile Co., (making tile, brick and various other products from clay.)
Tire Repairs
Quackenbush Auto Supply.
Salem Vulcanizing Works.
Clark's Tire Shop.
Newcomb Tire Co.
Zosel & Day.
Also all garages.
Transportation
Salem Street Railway.
Willamette Valley Transfer Co.
Auto Stage Lines: 84 such stages daily come into and depart from the Salem Stage Terminal.
Tray Manufacturers
Hilficker Prune Trays.
Vegetable Products Manufacturers
Salem King Products Co.
Woodworking Shops
The Novelty Works.
Oliver Jory.
Woolen Mills
Thomas Kay Woolen Mills Co.
State Highway Department, repairing road building, equipment.
Marion County Market Road repairing department, same.
Salem Water Co.

Use
The Class
Ad
Columns
They Will Pay You
Well

BUY AN OVERLAND AND Realize the Difference
VICK BROS. QUALITY CARS
HIGH ST. AT TRADE

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OREGON GROWERS WILL REORGANIZE

Plans Are Now Being Worked Out; the Final Say Will Be By the Growers

There has been given to the press from Sheridan, Oregon, the home of K. C. Miller, the president, the news of a comprehensive plan of reorganization of the Oregon Growers' Cooperative association, affecting, directly or indirectly, every fruit and nut grower of Oregon. This news was given out by Mr. Miller on his return from Salem, where the plan was endorsed by the board of directors. Mr. Miller declares it augurs a forward step in the horticultural development of Oregon.

The plan is to be referred to the growers of the state immediately following the rush of the harvest season, and will be modified according to constructive criticism. The successful California cooperatives have been followed in the tentative draft of reorganization.

It was emphatically pointed out that the final draft will be as the growers, themselves, wish it. Mr. Miller frankly admitted shortcomings of the association as now constituted, but vigorously praised its stability, as evidenced by the fact that it was started in the deflation period following the war and successfully weathered the storm of financial difficulties as well as the constant criticism of interests opposed to the cooperative movement.

It is the Pioneer
The association was heralded by Mr. Miller as the pioneer in the state-wide fruit cooperative movement. This pioneering in the state-wide cooperative movement for fruit in Oregon when the volume or tonnage of any one commodity was so small made it necessary to take in several varieties of fruit in order that the overhead would not be excessive said Mr. Miller in explanation of the plan of reorganization.

"The board of directors, realizing that many mistakes have been made, both in form and operation of the organization, have thought it necessary to reorganize, and with that idea in mind, has appointed a committee of directors to work with the attorney in drawing up a new form of contract for reorganization. This contract will be drawn up according to the wishes of the growers themselves, and not only will there be corrected the mistakes which have been clearly recognized, but also there will be embodied all the best of the California cooperatives. Especially will the form of organization of the California Fruit Growers' Exchange and the California walnut growers be used just as far as they are applicable to our conditions. These two organizations are recognized as top-notchers in the California

cooperative movement, and their form of organization appeals to all growers from Oregon who have made a study of the California cooperatives.
Growers to Have Say
"The form of organization contracts, etc., will be put before the growers in Oregon for their consideration, constructive criticism, approval or disapproval, just as soon as the rush of harvest is over."
"The association has built up a brand name for its products, and has spent a lot of money in advertising.
"Owing to limited volume, the association advertising has been restricted to districts where their sales were largest, but the results have been gratifying in respect business, particularly in carton goods. For this reason it is anticipated that a much larger sum will be spent in advertising this coming year, and no fear is felt about being able to move the association tonnage of prunes and loganberries. The form of organization will probably be based on the unit plan allowing for local ownership of plants.
"This local ownership may take the form of single community ownership or county unit ownership. This matter, however, as well as all other forms of the reorganization, will be submitted to the growers in the different districts and the final form will be governed by their wishes. This refers particularly to the packing organization."
"In 1919 when the association was being formed cooperation was not thoroughly understood by most growers. Now, however, it is a different story.
"Both directors and growers have been through a very serious course of education which has cost them a lot of money, they are therefore in a position to realize and decide what form of a cooperative organization they want for the conduct of their future business."

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Next Week's Slogan
SUBJECT IS
WOODWORKING, ETC., ETC.

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Willamette Grocery Co.
WHOLESALE
Groceries, Fruits, Candles, Cigars and Tobaccos
Phone 424, P. O. Box 379
Cor. Trade and High
SALEM, OREGON

HOTEL MARION
SALEM, OREGON
The Largest and Most Complete Hostelry in Oregon Out of Portland

DRAGER FRUIT COMPANY
Dried Fruit Packers
221 S. High St., Salem, Or.
Always in the market for dried fruits of all kinds

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WOODWORKING, ETC., ETC.

HOLLOW TILE
A PROTECTION AGAINST HAZARDS

ALL SIZES

ALSO DRAIN TILE, PARTITION TILE AND BRICK.

Salem Brick and Tile Co.
Salem, Oregon