

**HOTEL BLIGH**

100 rooms of Solid Comfort  
A Home Away From Home

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

# SELLING SALEM DISTRICT

## Devoted to Showing Salem District People the Advantages and Opportunities of Their Own Country and Its Cities and Towns

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

### Selling Salem District is a Continuation of the Salem Slogan and Pep and Progress Campaign

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.

### Next Week's Slogan SUBJECT IS OUR WOODWORKING INDUSTRY

### We Will Give Our Best Efforts

At all times to assist in any possible way the development of the fruit and berry industries in this valley.

### Oregon Packing Co.

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. National Bank Building.  
Hours 10 to 12 a. m. and 2 to 6 p. m.

### Butter-Nut Bread

"The Richer, Finer Loaf"  
**CHERRY CITY BAKERY**

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 299 137 S. Com'l St.

### GIDEON STOLZ CO.

Manufacturers of Dependable Brand Lime-Sulphur Solution  
The brand you can depend on for purity and test  
Prices upon application  
Factory near corner of Summer and Mill St. Salem, Oregon

### Nelson Bros.

Warm Air Furnaces, plumbing, heating and sheet metal work tin and gravel roofing, general jobbing in tin and galvanized iron work.  
353 Chemeketa St. Phone 196

### DIXIE BREAD

**DIXIE HEALTH BREAD**  
Ask Your Grocer

### FOR YEARS AND YEARS

The Statesman has been supplying the wants of the critical job printing trade—

Proof positive we are printers of worth and merit.  
Modern equipment and ideas are the ones that get by.

### Statesman Publishing Company

Phone 22 or 583  
215 S. Com'l St.

## THE AUTOMOTIVE INDUSTRY OF SALEM HAS GROWN TO BE BETTER THAN A MILLION AND A HALF INDUSTRY ANNUALLY IN WAGES AND EARNINGS OF THE WORKERS

There Are More Than 1000 People Who Labor at Tasks That Are Directly Connected with the Industry, and More Than 5000 People Dependent Upon the Industry Here—There Has Been Much Growth During the Past Year—In Little Over Twenty Years We Have Come to Employ About a Fifth of Our People in this Industry

It is not too much too say that Salem has become the outstanding automotive industry center of Oregon, outside of Portland; and wonderful has been its growth; and wonderful is its continued expansion.

Many people here who are yet young in both years and feelings remember well the first automobile in Salem. It arrived only a little over 20 years ago. There were no automobiles worth mentioning in 1900, west of New York, and only a few there, of the lumbering taxi pattern that would look very odd today.

Only just a few years ago, all the gasoline and oil delivered in Salem were taken around by one man with his team of two old horses. Now the four big oil companies operating here employ 78 men, and they use many tank trucks and cover a wide territory, besides serving their Salem customers.

**Growth Throughout Industry**  
The Slogan editor of The Statesman a year ago made a resume of the automotive industry of Salem. He found 94 private individuals and firms in business, employing 449 people. He finds this year 110 such individuals and concerns, and they are employing 532 people.

Add to these 125 or more in the state highway department, shops and testing laboratory.  
Add the 50 to 75 or more in the automobile and traffic departments working under the secretary of state.  
Add to the 50 to 75 employees working in connection with the 96 stages coming into and going out of the Salem Terminal station.

Add the 5 to 15 county employees reporting at the Marion county repair shops.  
Add the 81 employees of the big oil companies.

Make a total of the above, and you have a total of 903 people. And that is not all.  
There are more than 1,000 people in Salem, and coming in and going out of Salem, and having their homes here, or taking most of their meals here, who are employed in one way or another in

the automotive industry in its various phases.  
For instance, there may be added to those mentioned above the 40 men who are connected with the Willamette Valley Transfer company, with headquarters in Salem, and making Portland and all the valley towns on both sides of the river as far south as Eugene. In the past year they have added a new route, to Lebanon. They have 30 freight trucks, mostly mammoth freight haulers, and 10 trailers. In their offices and freight house on Front street in Salem they employ on an average about 10 people.

The Valley Packing company, the very successful meat packing concern here, makes many of its deliveries with 7 trucks and four salesmen's cars.  
The wholesale grocery concern, the Willamette Grocery company, uses a number of trucks in making deliveries all over the valley.  
All of the canneries and fruit handling concerns employ automobiles and trucks in carrying on their work.

The state institutions all employ automobiles and trucks.  
There are numerous firms and persons that have not been listed above employing autos and trucks for deliveries and in various other ways; numerous taxis—  
And, in short, 1000 is too low an estimate of the number of people employed in and about Salem in the automotive industry. You could add all the bakeries to the list, and all the gravel concerns, with many autos and trucks; and the paper mill, using numerous trucks in pulp wood deliveries and in other ways. The local reader can recall many others.

**Million and Half and More**  
Count the wages of all these people and the earnings of the proprietors figured as wages, at \$5 a day. That is conservative; for many schedules of the high-class mechanics and others run much higher. Multiply this \$5000 a day by the 312 working days in the year, and you have over \$1,560,000 a year.

That is a more than conservative figure for the direct income of Salem from the automotive industry for a year, on the present basis—  
And the indirect benefits are many; they are felt in a thousand ways—  
And the industry is growing in all its branches, and will continue to grow throughout the year, with the increasing length of paved highways centering in Salem; with the growth of population and business in every direction.

**Over 5000 People Represented**  
These more than 1000 people make up with their families, counting five for each worker or manager or proprietor, more than 5000 of the population of Salem and its immediate suburbs—say a fifth of our total population, counting what is termed in the east our metropolitan district, including our immediate suburbs, such as West Salem and districts north, south and east outside of our corporate limits.

Take away these over 5000 people, and Salem would feel the loss keenly. Put them together in a city by themselves, and they would make a lively and progressive city.  
**A Creditable Showing**  
The automotive industry of Salem makes a creditable showing for itself. The working forces are competent. They can repair or rebuild any car of any make. They can make the most delicate adjustments. They keep on hand parts and supplies covering the whole range, from the smallest roadster to the largest and finest car, and for tractors and trucks and all the rest.

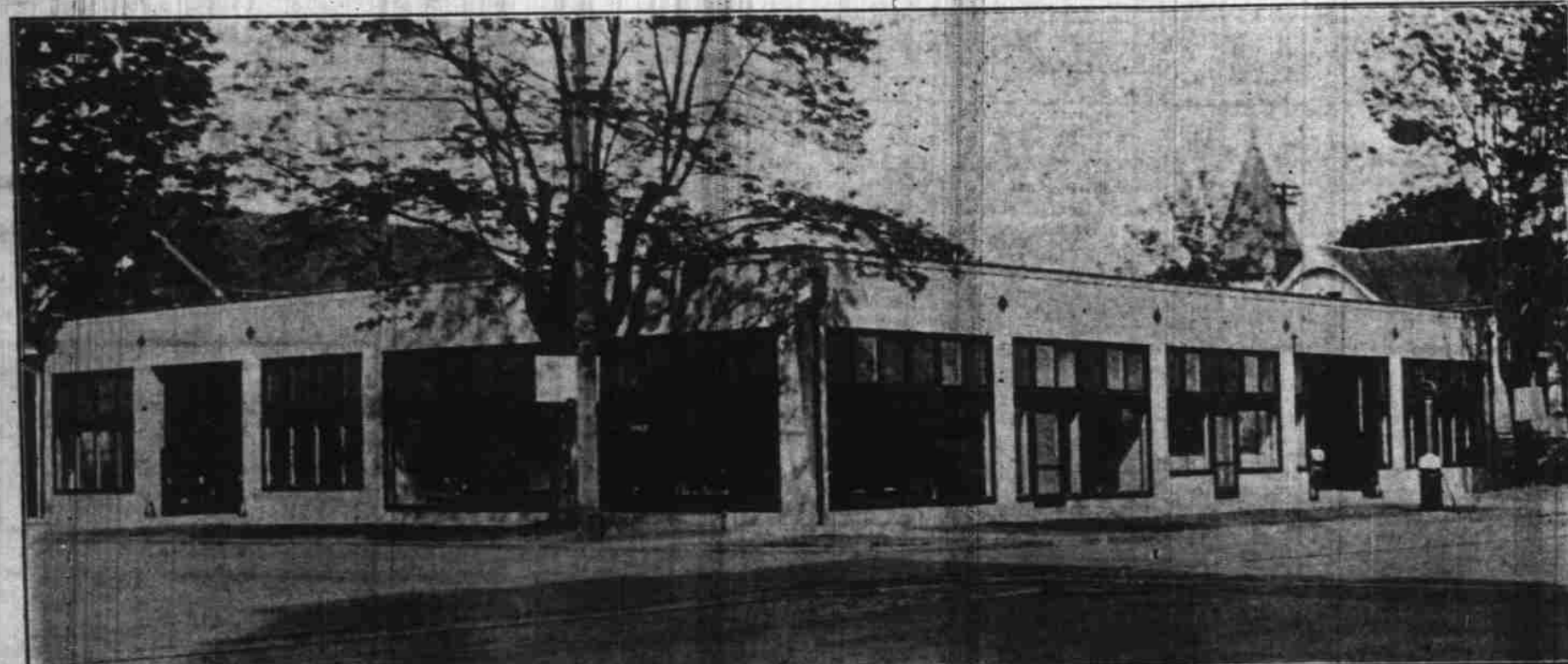
The service stations are everywhere, and the garages and repair shops large and small are well distributed about the city.  
**Four Oil Companies**  
Four of the big oil companies operate in Salem as follows:  
Standard Oil company; storage tanks and offices Sixteenth and Oak streets. A. R. Rankin, local manager; 26 employed. Five company owned service stations as follows:  
Chemeketa and North Commercial.  
State and Cottage.  
Miller and South Commercial, 18th and State.

Fairgrounds Road and Highland avenue.  
Union Oil company; storage and tanks and office on Silverton road, opposite state fair grounds. B. G. Adams, local freight agent; 15 employed. Two company owned distributing stations, as follows:  
High and State streets.  
North Commercial and Center streets.  
Silverton Road and Pacific Highway.  
Associated Oil company, storage tanks and distributing station Nineteenth and Oak streets. R. O. Saelling, manager for Salem territory. Office in Hotel Marion building. Distribution by trucks; 30 people employed.  
Two company owned distributing stations, as follows:  
Center and Commercial streets.  
High and Chemeketa streets.  
Shell Oil company, storage and tanks, 2650 Pacific Highway, north; distribution by truck; L. C. McLaren, local agent; 10 estimated employed.

system of used car merchandising; 6 employed.  
Cherry City Garage, Copley, W. A., 170 S. 15th; repairs and parts, oil, accessories, storage; 4 employed.  
Clark, Ray, Garage, 252 State; auto repairs; 3 employed.  
Clark, H. L., 319 N. Commercial; accessories and oils; 2 employed.  
Clark W. H., 2290 State street; service station.  
Clark & Vincent, 66 N. Capitol street; garage and service station; 2 employed.  
Capitol City Transfer Co., 226 State; Loose & Emmett proprietors, Denby trucks, hauling and storage; 20 to 25 employed.  
Clendening & Miller, 184 South

Commercial; auto parts; 2 employed.  
Coffey & Hays, 147 N. High; garage; 7 employed.  
Columbia Tire Corp., 477 Court; tire and tubes; 2 employed.  
Davis, Alvy, 2590 Fairgrounds road; garage and repairs, Goodrich liners, oils and accessories; 2 employed.  
Day & Zosel, 294 North Commercial; tires, tubes and repairs; 6 employed.  
Jack Doerfler Motor Repairs; 410 S. Commercial; Buick and Studebaker specialists; 4 employed.  
Done Rite Machine Shop, 349 Ferry; Claude Ellison, John Chamberlain, general machine shop, crankshaft truing, cylinder regrinding; 1 employed.  
East Salem Garage, 1895 State; 2 employed.  
Economy Grocery, 1601 Center; gasoline.  
Edwards, W. D., Pacific highway, south; gasoline.  
Eppley & Co., C. M., 1800 State street; service station.  
Fairgrounds Garage, M. D. Jackson, prop., 2641 Portland road; repairs, gasoline, etc.; 2 employed.  
Farris & Powers Battery Shop, 482 Court; Prestolite batteries, auto electric work, storage batteries; 2 employed.  
Farmer, Ray L., Hardware Store, N. Commercial; tires and other accessories in connection

**Private Concerns and Individuals**  
The following is a list of the private concerns and individuals engaged in the various branches of the automotive industry in Salem, as far as the Slogan editor was able after much labor and many checkings to gather—and even yet it is no doubt incomplete:  
Anderson, Vern, 184 S. Commercial; Used Car Corner; 6 employed on average.  
Anderson & Adams, 1610 N. Commercial; service station; 2 employed.  
W. J. Anibal, 156 S. 12th; auto painting; 2 employed.  
Arrow Garage, 348 Chemeketa; H. E. Lee; service and general repairs; one employed.  
Bair, J. C., 236 State; auto radiators and bodies repaired; 4 employed.  
Barkus & Son, 18th and Center; service station; 2 employed.  
Barton, R. D., 171 So. Commercial; electric service station; 4 employed.  
Bliss, F. W., 311 N. Commercial; top shop, trimming, supplies; 2 employed.  
Bonesteel Motor Co., 474 So. Commercial; H. F. Bonesteel, manager, Dodge Bros. cars, repairs for Dodge Bros. cars, and a line of accessories and tires; 14 employed.  
Burns, Pat, 2641 Fairgrounds road; service station; 2 employed.  
Burns, W. E., (Dan), Ferry and High streets; G. M. C. trucks, bearings, parts, repairs and service for all cars and tractors; 8 employed.  
Burrell, E. H., auto electrician; 238 N. High, storage batteries and service; 3 employed.  
Cameron, Chas., 398 N. 21st; auto painting; 2 employed.  
Certified Used Car Market; Byron Wright, manager. Appleby



The New Home of the Newton-Chevrolet Company, Salem, Corner Chemeketa and High

## VICK BROS. A Real Tire at a Real Price

### Mason Cords



### Heavy Duty

	Old Price	New Price	Tubes
30 x 3 Fabric Cl.	\$ 8.80	\$ 7.05	\$ 1.50
30 x 3 1/2 " "	9.95	8.05	1.70
30 x 3 1/2 Reg. Cord	11.15	8.95	1.70
30 x 3 1/2 H. D. Cl.	13.95	11.20	1.95
30 x 3 1/2 " " SS.	15.05	12.10	1.95
32 x 3 1/2 " " "	19.95	15.95	2.25
31 x 4 " " "	21.85	17.50	2.50
32 x 4 " " "	22.35	17.90	2.80
33 x 4 " " "	23.00	18.40	2.90
34 x 4 " " "	23.65	18.95	3.00
32 x 4 1/2 " " "	29.55	23.65	3.25
33 x 4 1/2 " " "	30.25	24.25	3.30
34 x 4 1/2 " " "	31.15	24.95	3.40
35 x 4 1/2 " " "	31.85	25.55	3.50
36 x 4 1/2 " " "	32.65	26.20	3.60
33 x 5 " " "	38.55	30.90	4.20
35 x 5 " " "	39.95	32.00	4.35
37 x 5 " " "	41.95	33.67	4.50
36 x 6 Safety Fst. cd.		52.20	10.00
40 x 8 " " "		94.70	14.00

THESE TIRES AND TUBES ARE NATIONALLY KNOWN AND FULLY GUARANTEED

### Vick Brothers

HIGH STREET, AT TRADE