



# INDUSTRIAL OREGON PRODUCES QUALITY PRODUCTS



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"OREGON QUALITY" products are establishing themselves in world markets; they make our pay rolls they build our cities; they attract new capital and new people; they provide a market for the products of our farms. Oregon farms produce a wider variety of profitable crops of "Oregon Quality" food than any other spot on earth.

## Dates of Slogans in Daily Statesman

- (In Twice-a-Week Statesman Following Day)
- (With a few possible changes)
- Sugar Beets, Sorghum, Etc., May 7
  - Water Powers, May 14
  - Irrigation, May 21
  - Mining, May 28
  - Land, Irrigation, Etc., June 4
  - Floriculture, June 11
  - Hops, Cabbage, Etc., June 18
  - Wholesaling and Jobbing, June 25
  - Cucumbers, Etc., July 2
  - Hogs, July 9
  - Goats, July 16
  - Schools, Etc., July 23
  - Sheep, July 30
  - National Advertising, August 6
  - Seeds, Etc., August 13
  - Livestock, August 20
  - Grain and Grain Products, August 27
  - Manufacturing, September 3
  - Automotive Industries, September 10
  - Woodworking, Etc., Sept. 17
  - Seeds, Etc., August 13
  - Wholesaling and Jobbing, June 25
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  - Woodworking, Etc., Sept. 17
- (Back copies of the Thursday edition of The Daily Oregon Statesman are on hand. They are for sale at 10 cents each, mailed to any address. Current copies 5c.)

## THE AUTOMOTIVE INDUSTRY OF SALEM HAS GROWN IN THE PAST YEAR, AS IT HAS FROM THE BEGINNING OF THAT INDUSTRY HERE; IT HAS A BIG ANNUAL PAYROLL

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 — In a Little Over Twenty Years We Have Come to Employ About a Fifth of Our People in This Industry

Salem has been growing and increasing her lead during the past year as the outstanding automotive industry center of Oregon, outside of Portland. The growth of this industry here has been wonderful. It will not stop.

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 five big oil companies operating here employ 77 men, and they use many tank trucks and cover a wide territory, besides serving their Salem customers.

**Growth is Steady**  
The Slogan editor of The Statesman two years ago made a resume of the automotive industry of Salem. He found 94 private individuals and firms in business employing 449 people. He found last year 110 such individuals and concerns, and they were employing 532 people. This year he finds 137 such individuals and concerns, and they are employing 610 people.

\*Add to these 125 or more in the state highway department, shops and testing laboratory.  
Add 88 the 50 to 75 or more in the automobile and traffic departments working under the secretary of state.  
Add 88 the 50 or 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 employes reporting at the Marion county repair shops.

Add the 77 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. 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 seven trucks and four salesman'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. This 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 most conservative figure for the direct income of Salem from the automotive industry for a year, on the present basis—  
And 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 years, 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 those 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.

**Five Oil Companies**  
Five 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; 24 employed. Five company owned service stations as follows:  
Chemeketa and North Commercial. State and Cottage. Mission and South Commercial. 18th and State. Fairgrounds Road and Highland avenue.  
General Petroleum Products company; 635 South Fifteenth street. W. R. Speck, manager. Five employed.  
Union Oil company; storage and tanks and office on Silverton road, opposite state fair grounds. B. G. Adams, local managing agent; 12 employed. Three 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. Snelling, manager for Salem territory. Office in Hotel Marion building. Distribution by trucks; 26 people employed.  
Two company owned distributing stations, as follows:  
High and Chemeketa streets. Center and Commercial streets. Shell Oil company, storage and tanks. 2680 Pacific Highway, north; distribution by truck; L. G. McLaren, local agent; 10 estimated employed.

**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, Vera, 246 State St.; Used Car Corner; 6 employed on average.  
Anderson & Adams, 1610 N.

Commercial; service station; 2 employed.  
Chas. Archerd Implement Co., garage, 200 State street, 7 employed.  
Geo. E. Allen, oil station, 236 North Commercial street; 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.  
Barrett Bros Garage, 1999 N. Capitol street; accessories, tires; 3 employed.  
Buckeye Service station, Fairgrounds road and Capitol; 2 employed.  
Barkus & Son, 18th and Center; service station; 2 employed.  
E. Bello, oil station, 21st street and Turner road; 2 employed.  
Barton, R. D., 171 So. Commercial; electric service station; 4 employed.  
Bliss, F. W., 245 Chemeketa street; top shop, trimming, supplies; 2 employed.  
Bonesteel Motor Co., 474 So. Commercial; H. P. Bonesteel, manager. Dodge Bros. cars, repairs for Dodge Bros. cars, and a line of accessories and tires; 14 employed.

Burdett-Albee Motor Co., 217 State; Gardner cars; 3 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. Appley system of used car merchandising; 6 employed.  
Cherry City Garage, Copley, W. A., 170 S. 12th; repairs and parts, oil, accessories, storage; 4 employed.  
Clark, Ray, Garage, 252 State; auto repairs; 3 employed.  
Clark, W. H., 2290 State street; service station.  
L. A. Davis & Son, garage, 3420 Fairgrounds road, 2 employed.  
W. H. Miller, 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.  
W. H. Miller, garage, North Capitol street; 2 employed.  
Columbia Tire Corp., 447 Court; tires 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 street; 2 employed.  
Economy Grocery, 1601 Center; gasoline.  
Edwards, W. D., Pacific highway, south; gasoline.  
Eiker Auto Co., Ferry and Liberty streets. Used cars, storage, repairing; 6 employed.  
Eppley & Co., C. M., 1800 State street; service station.  
Fairgrounds Garage, M. D. Jackson, proprietor, 2641 Portland road; repairs, gasoline, etc.; 2 employed.  
Farris & Powers Battery Shop, 432 Court; Prestolite batteries, auto electric work, storage batteries; 3 employed.  
Farmer, Ray L., Hardware Store, N. Commercial; tires and other accessories in connection with hardware business; 9 employed.

Four Corners Service station; 2 employed.  
Foley's Cash Store, 603 N. Winter; service station.  
Frohmaner Bros., S. Commercial; service station; 2 employed.  
Gerth, W. B., West Salem; service station; 2 employed.  
Gingrich, Oscar B., Motor & Tire Co., South Commercial and Bellevue; Maxwell and Chrysler cars, Maxwell trucks, tires, oils, gasoline and accessories; also service and repairs; 6 employed.  
Goodrich Tire Shop, High and Ferry streets, V. E. Newcomb; Goodrich tires, vulcanizing.  
Gorton Brothers, Pacific highway, north, near Fairgrounds; service station; 2 employed.  
Grease Spot, 167 S. Liberty; batteries and service, greasing; 3 employed.  
A. C. Haag, 444 Ferry; Rollin cars and Cletrac tractors; 6 employed.  
Hamman Stage Lines, Stage Terminal, 185 North High; Joseph Hamman, proprietor; Salem, Mill City, and Stayton; several employed.  
Robert Henderson, oil station; 2 employed.  
Harbison, John, Market and Capitol; service station; 2 employed.  
Highway Garage, 1000 S. Commercial street; 3 employed.  
J. B. Hughes, oil station, Jefferson and 18th streets; 2 employed.  
Harbison Station No. 2; John Harbison, proprietor; service station, South Commercial and Owens street; 2 employed.  
O. J. Hall Auto Top & Painting company, back of fire department in the alley; auto tops, painting, steam cleaning; 4 employed.  
Jorgenson, Ira, 190 S. High; truck tires, auto and truck springs, repairs; 10 employed.  
Kirkwood Motor Co., corner Chemeketa and Commercial, Fred Kirkwood, manager; Hupmobile and Nash cars; 8 employed.  
Kingwood Service Station, West Salem, 2 employed.  
Kroepfle, E., 1610 N. Commercial; garage; 2 employed.  
Labranche, A. E., penitentiary road; service station; 2 employed.  
Max Lytle, service station; 2 employed.  
Larson, P. J. & Sons, 198 South Liberty; special automobile and stage designs; 3 employed.  
Livesley Store, oil station, Livesley station; 2 employed.  
Liberty Machine Shop, 444 Liberty; E. M. Hightlinger, manager; machine work for autos, trucks and tractors; 3 employed.  
Lone Star service station, 1998 North Capitol, W. Jennings, proprietor; 4 employed.  
Lone Star Service Station, No. 2, 2028 Fairground road, John Williamson, proprietor; 4 employed.  
Mitchell Service station; 2 employed.  
Henry O. Miller, 184 South Commercial; auto parts; 2 employed.  
Macelroy's Service station, Brunk's corner; 2 employed.  
Marion Automobile Co., 233-239 S. Commercial; Studebaker and Franklin touring cars; storage, repairs, labor, gas, oils, accessories and tires, service calls, used cars, washing; 25 employed.  
Malcolm Tire Co., 205 N. Commercial; 2 employed.  
Mattocks, J., Fairgrounds road; service station; 2 employed.  
Maurer, John, 346 Center; machine shop, welding, parts made.  
McAlvin, W. R. and J. H., 545 North Church; auto tops; 3 employed.  
Medler & Lebengood Garage, Miller and S. Commercial; general repairing; 2 employed.  
Lane Morley, oil station, 746 Highland; 2 employed.  
McDonald Auto Co., Cottage and Ferry; Cleveland, Chandler, Marmon cars; 5 employed.  
Moore, A. H., 213 North High; bicycles, etc.; 4 employed.  
The Motor Shop, G. A. Coffey and S. M. Hays, proprietors, 267 N. Church; general repairing; 4 employed.  
Motor Inn Service Co., 420 S. Commercial; batteries and service; 2 employed.  
Oscar S. Nelson, oil station, Rt. 3, Box 142; 2 employed.  
Nelson Bros., 355 Chemeketa radiator repairing; 16 to 18 employed.  
Neighborhood Grocery, oil station, Fifth and Columbia; 2 employed.  
Newton Chevrolet Co., Chemeketa and High; dealers; 9 employed.  
In August.  
Mrs. Ailie A. Burbank returned last week from a three months' visit with relatives in Halsey and Brownville.  
Mr. and Mrs. Ed. Farrier and son drove up with Mrs. Burbank and were guests at the M. W. Black home.

George Page and son, John, were in from Valsets for the Labor day holiday.  
Floyd Bruce, who has been employed by local mills and camps at different times, has again returned to Falls City, where he will be employed in the logging operations of the Daugherty Lumber company.  
Ensign Courter went to Salem Saturday evening. From there he went on to Portland to enjoy the Labor day celebration there.  
F. A. Jones made a trip of 216 miles one day recently. He left Falls City at 4:30 a. m., and drove to Mapleton with his truck, taking on a load of household goods for E. B. Estelle, drove back to Falls City, arriving about 9:30. Mr. and Mrs. Estelle are returning to Falls City, having lived here about 16 years ago. They will occupy the Ford house in the southern part of town.  
Mr. and Mrs. Roy McDonald and son Ronald attended the automobile races in Salem Monday.  
E. P. Brown, son Frank, and Mr. and Mrs. J. R. Strauss were other capital city visitors, who were drawn by the races on Monday.  
Mr. and Mrs. I. M. VonSchultz, son Lawrence, and the McCarthy's spent two days last week on a trip up the Columbia river highway and the Mt. Hood loop trip. The visitors are enthusiastic over the beauties of the scenery.  
Mrs. Kate Brooks, her son Lester, and her brother, Will Kelley, who now reside in Doty, Wash., were in Falls City a few days last week. Mrs. Brooks came to attend to business affairs, and while here they all enjoyed meeting old friends. Mrs. Brooks and Lester were Falls City residents a few years ago.  
Mrs. W. T. Brown was in from McTimmond's Valley for a short stay at home last Sunday.  
Mr. and Mrs. John Lewis are receiving congratulations upon the birth of a baby daughter, born at the McBeth home in McTimmond's Valley last Wednesday night.  
Mr. and Mrs. J. H. Dorman, and their grandchildren, Frances and Eugene Harlan, spent a very happy outing at Oceanside last week. This is some of the newer resorts among the Tillamook beaches. Among other interesting features is a light house near there, the fine beaches, and a new road being constructed to the top of a high promontory right at the water's edge, which will be a fine look out.  
Little Gladys Marie Montgomery was a Sunday visitor at the home of her grandmother, Mrs. Addie Montgomery, while her father and mother enjoyed a short visit to Portland.  
Mrs. Clay Guthridge, the Misses Dorothy and Frances Guthridge, and Chas. Ausmus are camping at Mota hop yard, Independence and picking hops again this year.  
Little Ray Buel, whose home is in Merrill, Oregon, is spending the summer with his grandparents, Mr. and Mrs. L. J. Walker. He came up with his uncle and aunt, Mr. and Mrs. Hathaway Buel, in August.  
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## THIS WEEK'S SLOGAN

**DID YOU KNOW** That Salem is an important center of the automotive industry; that her central position in the Willamette valley, with a system of paved highways radiating in every direction, brings the trade in every line here, from new and second hand cars and tractors to parts and repairs; that the collection here of the millions of dollars annually in license fees and gasoline taxes, and the state automobile machinery plant, and the State Highway department, and the big oil and gasoline companies operating here, give employment to large forces, which are being constantly increased; that the stage and truck lines are rapidly adding to their forces here, and that the whole automotive industry centered here is expanding rapidly and steadily, giving to this city a constantly greater prestige in this field, and that the future gives great promise in every branch of this great and fast developing industry?

## THE NEWS OF THE WEEK AT FALLS CITY, BY A LIVE AND BUSY REPORTER

The Goings and Comings of the People of the Attractive City on the West Side of Polk County—A Pleasant and Interesting Surprise Visit Is Recorded

George Page and son, John, were in from Valsets for the Labor day holiday.  
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## 100 STAGES REPORT AT THE SALEM STAGE TERMINAL DAILY ON AVERAGE

And More Than 300 Passengers Are Handled There Every Day, and a Service Rendered That Is Modern and Cannot Be Had in Any Other Way—Bring Much Trade to Salem and Do a Good Deal in Building Bigger and Better City

About 100 stages report to the Salem stage terminal every day, and over 300 people on an average arrive and depart from that building, and the ticket sales here, at the stage office in the Terminal hotel, which is conducted in connection with the stage terminal, run above \$250 a day on the average.  
This figure does not include transfers, many of whom are forced to remain in the city for a short time.  
There are at least 56 drivers of these stages, 14 people employed around the terminal station in connection with the stage business, and six taxi drivers. Most of these people have their homes or headquarters in Salem.

**It Is a New Idea**  
It is only a few years ago that the present idea of a system of stage lines operating upon a definite schedule, was conceived.  
Auto stage lines have opened a new era in transportation.  
New territory has been opened from the Salem stage terminal tickets are sold direct for southern Oregon points and various beaches, quick connections being assured the passenger.

**Make Many Connections**  
Stages at Roseburg arrive in time to make connections with those for southern Oregon points including Grants Pass (gateway to the Oregon caves); also daily over the Redwood highway for Sar Francisco; Medford, the quickest route to Crater Lake, and then on to Ashland and Klamath Falls. This latter trip can now be made in several hours less time than that needed by rail and is shorter. Connections are made from Eugene to Bend, and from there to various eastern Oregon points. In fact, the whole coast is now covered by connecting stage lines.

Besides the Portland-Salem lines, coming into and going out of the Salem terminal, there is the line to Eugene and Roseburg and on south, the one to Mill City, to Dallas, Silverton, Independence and Monmouth and McMinnville. Falls City; and all the coast resort points, like the Tillamook beaches, Coos Bay, etc., have connecting lines. The Pickwick stages from Seattle to San Diego make Salem calls, three stages a day.

**They Bring Much Trade**  
Mill City trade, also that of the Detroit district has been brought to Salem to a large extent by the stages, though formerly it went to Albany, the rail connection. All the other lines bring business to Salem.

Where the stage or line formerly picked up its passengers on the street, or had a stand at some designated place, the demand proved so great that cities have been forced to designate a central place to discharge and receive passengers, much as any union depot is maintained by the railroads. These sub-lot rooms for rest and other concessions and now the average city stage terminal provides a night's lodging for the traveler and many of the personal articles and attentions that he may demand. This also does

its share toward contributing to the volume of the city's business and adds dollars to the payroll in addition to sales to out of town people who otherwise would not spend their money in the city through which they traveled.  
Many Improvements Made  
There is a \$99,000 terminal building at Eugene, and one costing \$50,000 at Roseburg, owned largely by the same people who control the ones at Salem and Portland and Seattle and other Washington cities. The headquarters for the Roseburg and Eugene terminal hotels is at Salem. Now there is a project on foot to add a magnificent \$250,000 eight story terminal hotel at Klamath Falls.

The stages are all owned individually, mostly by the men who drive them. They have a cooperative arrangement, all working together. There is a lot of new equipment on the lines calling at Salem.  
The owners of the stages pay the terminal people according to the number of stages and the cash handled for the tickets.  
The stage people of Oregon have formed themselves into the Oregon Motor Stage association, of which J. M. Hutson is secretary and manager, his office being in Portland.

W. W. Chadwick is the manager of the Salem terminal; Richard Shepard at Eugene; W. A. Cummings at Roseburg, and J. S. Sneed at Portland.

## PEONY WONDERFUL FLOWER AND PLANT

Is Easily Grown, Demands Little, Returns Much, Says Our Leading Peony Expert

Editor Statesman:  
I grow many flowers, for I love them, and the fascination of working among them in the sunshine and the pure fragrant air, where the birds sing and all nature rejoices, ever grows upon me. I grow more peonies than any other flower, and although my collection is small at the present time, consisting of about 300 plants in 45 varieties, it is growing, as I am adding new varieties each year.

The herbaceous peony cannot be equalled as a permanent addition to the garden of beauty. It is so easily grown, demands so little and returns so much of entrancing loveliness, that it simply cannot be ignored, and it outlasts man himself! Few flowers can surpass the peony in their massive beauty, variety of colors and delicious fragrance. They are so hardy they can be successfully cultivated wherever apples are grown. It is questionable if there can be a more wonderful

(Continued on page 9)