

Oregon's Manufactured Products for Year Valued at \$400,000,000

Year Just Past Declared Most Satisfactory Since the World War—Distribution Has Been Greatly Extended and Outlook Is Excellent—Twenty Groups of Manufacturers Bring Large Revenues—Six Carry the Name of Oregon High on the National List—Marion County Ranks Third in State List of Manufacturing Values, \$15,000,000 Yearly

By DAN C. FREEMAN



OREGON is progressing safely and substantially in manufacturing. The manufactured products for 1925 will total close to four hundred million dollars. The year just past has all together been the most satisfactory of any year since the world war.

Distribution of manufactured commodities is being extended into fields never before touched and the outlook is excellent. Production is good and steady and the markets are taking practically all that our manufacturers are turning out. The volume of miscellaneous commodities being made in the state and going into eastern and foreign markets shows splendid increase.

Thanks to the Panama Canal, the industries of the Pacific northwest reach the great centers of distribution; they are able to visualize a splendid future. While the immediate tributary population is relatively small, as compared with other sections of the United States, there are eleven million people in eleven mountain and Pacific Coast states with the highest purchasing power of any people in the world.

The people of Oregon themselves scarcely realize the extent to which the manufacturing industries of Oregon are responsible for our prosperity. The manufacturers are the counter-weight to Oregon's economic balance sheet. The vast volume of money Oregon sends East for automobiles and accessories alone, to say nothing of many other classes of merchandise, would make staggering totals.

A graphic illustration of the high purchasing power of the people of the Oregon country is the fact that the entire state population could move out in its own automobiles, there being a machine to about every seven persons.

Twenty groups of manufacturers bring large revenues. Six of the twenty groups carry the name of Oregon high in the list of nationally known products. These are lumber and wood by-products, machinery, wool, cloth and knitwear, furniture, paper, canned fruits, vegetables and fish. Topping the list are the wood commodities, beginning with lumber and the by-products, ranging from veneers and shingles to apple boxes, doors and factory-cut houses. There are more than 2,500 other miscellaneous producing establishments, putting money into community pockets.

Salem and Marion County's position in the state column in manufacturing is third as to the value of products. Marion county's total being in the neighborhood of fifteen million dollars, the district being second only to Clatsop county. This amount of Salem and Marion county's contribution to the commonwealth means that about six million dollars is created by manufacturing process in this district. This is value added to raw materials by manufacturing processes—payrolls.

Marion county disburses about four million dollars in wages annually in manufacturing and there are a few more than one hundred manufacturing industries in Salem, according to recent survey conducted by the Oregon Manufacturers' Association, assisted by the Salem Chamber of Commerce.

Oregon manufacturers are successfully competing in the national markets in staples that are nationally distributed and which have been before the public for a generation. The state has taken tenth rank in the production of woolen goods, knitwear, and many articles of foods not forgetting the dairy products. In Portland, the metropolis, the manufacture of butter occupies tenth place, according to value of output.

The twenty groups of manufacturers referred to in the introduction are either nationally or semi-nationally distributed; some of them exported. Others are nationally advertised. This group does not by any means represent all of Oregon-made merchandise but they comprehend a big volume and they demonstrate conclusively the diversity of the manufacturing resources. This is the list:

Lumber and wood by-products; shingles, sash, doors, excelsior, panels, veneers, factory-cut houses. Machinery, logging locomotives, gasoline engines, hoisters and general machine shop products. Cereals and flour. Woolen products; cloth, upholstery cloth, yarn, blankets, knitwear, clothing. Fish. Paper, paper products, bags, toweling. Furniture; and metal furniture. Meat packing and processed fruits and vegetables. Butter, cheese, evaporated milk. Stoves, furnaces, house-

heating equipment. Rubber products, heels, soles, auto tires, bumpers, buttons. Vegetable oils and fish oil. Paints, varnishes, chemicals. Fixtures for stores and banks. Shoes, saddlery and leather specialties. Soaps, cleaning compounds. Work clothing, rainproof clothing, canvas goods. Women's clothing. Toilet preparations, drugs.

An epoch in Oregon's textile industry was marked in September by introduction of the first completed product from Oregon-grown flax in Salem mills. This was salmon twine exhibited at the Pacific International Stock Show Industrial section. Flax manufacturing, therefore, is an established fact in Oregon and much may be looked for from this industry in the future.

Other big industrial developments reflecting confidence of investors of large capital is the Hawley paper mill project at St. Helens, which will involve a million dollars, and establishment of a number of smaller industries in the other leading cities of the state, Salem, Eugene, Marshfield, Albany and Astoria. Twenty-five new manufacturing plants started in business during the year in Portland.

NEW 8 STORY BUILDING

George C. Will Estimates Cost At \$100,000

Erection of an eight-story store and office building on Liberty street, between State and Ferry streets is to be commenced next summer by George C. Will, Salem music store man. The building, according to Mr. Will, is to cost in the neighborhood of \$100,000.

Mr. Will now owns the property on which he contemplates constructing this building. The structure will be higher than any building now in Salem. Concrete construction will be used throughout. Phil Elker's garage now occupies the building on the property. Mr. Elker, it is understood, will remain on the location when the new building is erected. He will probably occupy the corner rooms.

It is very probable that several studio rooms may be put in by Mr. Will. At the present time there is no place in Salem where people can rent a small auditorium seating from 100 to 200 people, for the purpose of putting on musicals and programs. Call after call is received at the Salem Chamber of Commerce for use of the chamber's auditorium. Officials are constantly asked where such an auditorium can be obtained. But the chamber auditorium is used only for civic enterprises and is not for rent.

Disclosing of plans to build the eight-story structure is significant of the rapid development of Salem in the Liberty street section. With the exception of one lot on the east side of Liberty street between State and Ferry there are nothing but buildings of concrete construction.

FUEL DEALERS FEEL DUTY TO CONSUMERS

Problems of Individual Buyer Must be Analyzed by Modern Salesman

The fuel bill, next to the food and clothing bill, is the largest paid by the people of Salem. In spending this portion of the family budget, the same care and wisdom should be exercised that is normally expended in the selection of a suit of clothes, a new dress, or in the choosing of food that contains the greatest number of food units.

Fuel units are equally important. Fuel means not only family comfort but family health. Correct buying of fuel means an initial saving. It means a secondary saving, no less important and frequently amounting to a larger sum, the saving of doctor bills through the guarantee of health brought by warm rooms and adequate protection from the cold.

The day when the fuel dealer was just an order taker is past. The fuel dealer today has a genuine responsibility toward those who buy from him. Every Christmas presents a problem by itself. The real fuel dealer must now be an authority on the merchandise he sells, must analyze the needs of the family purchasing fuel and must furnish them, not merely anything, but the best thing for their individual needs.

The fuel situation in Salem is changing. As wood is cut from adjoining country, and the supply gets further away, more of the hard and concentrated fuels are being used. The demand for wood holds up, and its effectiveness is not to be underestimated, but it has its limitations. As homes become larger, requiring the uniform heating of automatically controlled plants, when the problem of making office buildings, lodges and stores comfortable, other fuels give better results.

Here is where the increased responsibility rests upon the fuel dealer. His background of experience enables him to analyze individual problems and recommend the best fuel to meet each need. For continuity of business, his advice must be such that his customers increase their faith in the product he has offered to them.

To build this buyer confidence is the chief aim of the Hillman Fuel company, dealers in all types of reliable fuel, dealers in nothing that will not live up to claims made for it.

CROP REPORT FOR 1925 IS REVISED BY BUREAU

CORN CROP VALUATION IS PLACED AT \$1,954,991,594

Wheat Crop Is 77 Per Cent and Oat Crop 98 Per Cent of 1924 Figures

WASHINGTON—(By Associated Press.)—Revised estimates of this year's crop production issued by the department of agriculture showed a number of changes from the preliminary estimates announced last month.

Reductions were reported in the size of the corn, wheat and white potato crops, while increases were shown for oats and tobacco.

The changes from the preliminary estimates, the department announced, represent readjustment, based on later and fuller information, particularly the preliminary figures of the United States census for 1924, now becoming available.

The total value of the crops was not announced but unofficial calculation, based on the December 1 farm prices as given by department of agriculture placed the value of this year's corn crop at \$1,954,991,594, the wheat crop at \$947,820,840, cotton at \$1,357,541,276, with cotton seed valued at \$191,489,220 additional, the white potato crop at \$605,110,896, and the tobacco crop at \$246,987,780.

"The relative sizes of the crops of 1925 and 1924 are not greatly changed from the relation shown by preliminary figures previously published," the crop reporting board stated.

"The 1925 corn crop is now estimated to be about 125 per cent as large as the crop of 1924, the wheat crop 77 per cent and the oat crop 98 per cent. The preliminary estimates published at harvest time had indicated that the corn crop was about 124 per cent wheat 80 per cent and oats 95 per cent as much as last year."

Crop estimates include: Hay (tame) 86,474,000 tons; hay (wild) 13,041,000 tons; all hay 99,515,000 tons; clover seed 1,029,000 bushels; beans (dry edible) 19,109,000 bushels; white potatoes 223,243,000 bushels; seed potatoes 62,429,000 bushels; sugar beets 6,432,000 tons; beet sugar 895,000 tons; sorghum syrup 25,492,000 gallons; maple sugar 1,886,000 bushels; lettuce 16,171,000 crates; onions 17,173,000 bushels; green peas 242,300 tons; early potatoes 29,594,000 bushels; spinach 101,088 tons; strawberries 209,586,000 quarts; tomatoes 2,188,200 tons, and watermelons 50,838 cars.

STATE LABOR HEAD SEES BANNER YEAR

Lumber, Building, Business To Keep High Level; Food Prices Good

A spirit of optimism pervades everywhere in industry, according to a statement issued by C. H. Gram, state labor commissioner.

"There is every reason to believe," said the statement, "that the lumber industry will produce as much manufactured product in 1926 as in 1925. For several months, operators contended, lumber was sold below cost of production.

"Regardless of these conditions, however, wages have remained stable. This was due, no doubt, to a realization that wages are now at a level that will not permit further reductions in view of the costs of living. The lumber operators have faith that 1926 will be a big building year and that production will increase to meet the demands of a depleted market and stocks caused by cold weather in some of the producing sections.

"The consensus of opinion now seems to be that structural building in Oregon in 1926 will equal that of this year. Although a few estimates place the volume of building for next year slightly under that reached in 1925. The erection of 40 millions of dollars worth of new buildings in Portland this year has to a considerable extent provided employment for skilled mechanics and building laborers. The prospects for a like amount of building activity in 1926 and a proportionate amount in other parts of the state augur well for general business conditions and related employment.

"Highway construction in Oregon in 1926 will not exceed that (Continued on page 8)

WE BELIEVE

IN THE FUTURE OF

SALEM

AND ARE ENDEAVORING TO BUILD AN ORGANIZATION ABLE TO RENDER THE UTMOST SERVICE TO THE PEOPLE OF THIS COMMUNITY

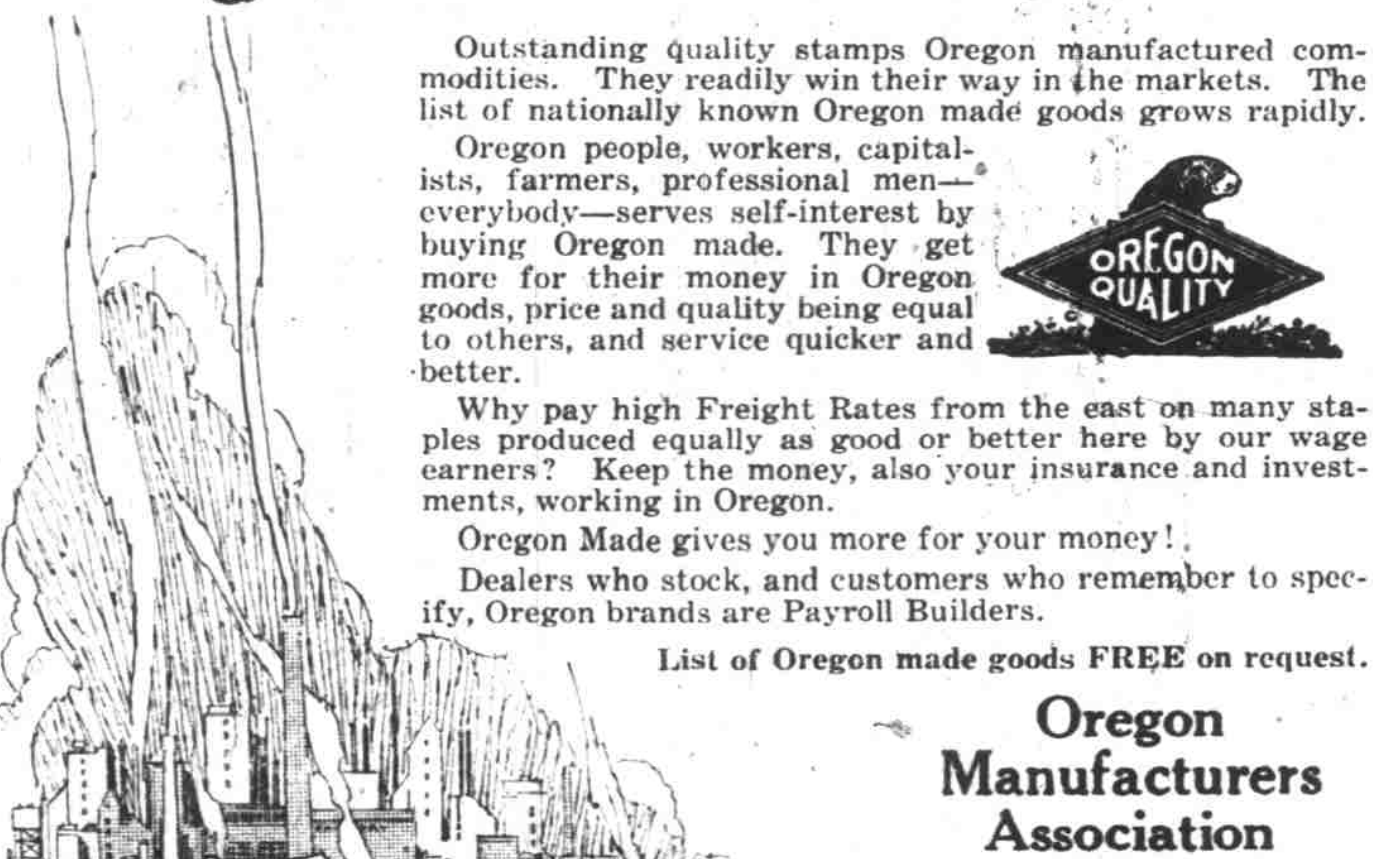
HILLMAN

FUEL COMPANY

COAL — WOOD — BRIQUETS

"You'll Like to Trade With Us"

Oregon Made Commodities



Outstanding quality stamps Oregon manufactured commodities. They readily win their way in the markets. The list of nationally known Oregon made goods grows rapidly.

Oregon people, workers, capitalists, farmers, professional men—everybody—serves self-interest by buying Oregon made. They get more for their money in Oregon goods, price and quality being equal to others, and service quicker and better.

Why pay high Freight Rates from the east on many staples produced equally as good or better here by our wage earners? Keep the money, also your insurance and investments, working in Oregon.

Oregon Made gives you more for your money! Dealers who stock, and customers who remember to specify, Oregon brands are Payroll Builders.

List of Oregon made goods FREE on request.

Oregon Manufacturers Association (INCORPORATED)

A Clearing House of Information and Service for Oregon Manufacturers

DAN C. FREEMAN, Mgr. 608 Oregon Building Portland, Oregon

Salem's Own Saw Mill
Salem's Only Box Factory
Salem's Only Shingle Mill
Salem's Largest Sash and Door Factory
and
Salem's Largest Building Material Dealer

CHAS. K. SPAULDING LOGGING COMPANY