

∴ A GREAT CONVENTION CITY ∴

SALEM, OREGON, A CONVENTION CITY
By its location in the most populous part of the state, and by its outstanding beauty as a city, Salem is and should be the great convention city of the state.
Making a Good Start
Under ordinary conditions, Salem should have from 10 to 15 conventions every year. The schedule for this year was and will be as follows:
State Association of Plumbers, May 20 and 21.
Jersey Jubilee, at State Fair Grounds, May 23-29.
Junior Artisans of Oregon, June 11 and 12.
Grand Army Encampment, June 21-24.
Oregon State Letter Carriers' Ass'n., June 25-27.
Oregon Nat Growers Association, next December.

WHY SALEM IS A LOGICAL CONVENTION CITY
Salem is in the center of the Willamette valley. There are about 900,000 people in Oregon, and 600,000 of these people live in the Willamette valley, within an hour or two ride of the capital city.
Salem has the facilities for handling the largest of conventions. With the House of Representatives, the army and the Chamber of Commerce rooms, the city is prepared to handle the largest of conventions

when it comes to meeting places.
With the completion of the new Terminal hotel, there will be more than 400 hotel rooms available. And then in the case of large conventions, such as the G. A. R. State Encampment, rooms are available in 500 homes in the city at prices averaging from \$1.50 to \$2.00 a room, according to accommodations.

DO VISITORS LIKE SALEM?
All reports from delegates who attended the State Parent Teachers meeting in Salem a few months ago, and then the state plumbers just a week or so ago, indicate that delegates not only like to come to Salem, but are given most courteous and generous attention.

It is a fact that when conventions do come to Salem, our people do take the time to give visitors a most agreeable reception.

It is a fact that delegates attending conventions in Salem, return to their homes with a good word for the capital city.

Good will is an asset in business. Good will is an asset to Salem and we surely develop this good will when we invite conventions to our city.

Salem Realty Board

An Association of Realtors
SALEM, OREGON

L. E. OBERER, President
WALTER M. PENNINGTON, Treasurer
WINNIE PETTYJOHN, Secretary



HOW SALEM ENTERTAINS VISITORS
Delegates to any convention generally attend to business two or three days and then like to be taken about.
In this respect, Salem has most wonderful advantages. We can show visitors the following:

- State House and State House grounds.
- Supreme Court building.
- Eight state institutions.
- Willamette University and campus.
- Two linen mills.
- Oregon Pulp & Paper Co., one of the largest paper mills on the coast.
- Salem Indian School, the largest Indian school in the northwest, with an average enrollment of more than 1000.
- Flax retting and scutching at the state penitentiary.
- More paved roads within a radius of 25 miles than any city in the northwest.
- And then, the most beautiful city in the northwest.

WHAT DOES A CONVENTION MEAN?
Take for instance, the annual encampment of the Grand Army of the Republic with its affiliated bodies.

This means that from 1200 to 1500 visitors from all parts of the state will spend several days in Salem. Many who have never been in Salem, will have occasion to be driven about and shown the most beautiful city and surrounding country in the entire state.

Not only will hotels but many private homes will open their rooms to visitors, as they do during the state fair.

And then 1200 or more visitors will return to their homes, telling of the progress the capital city is making.

A convention is not only good business, but good advertising.

NOTE: Conventions don't come. You have to go after them. It is up to members of all organizations to work for Salem.

REALTORS

- | | | | |
|---|---|--|--|
| Anderson & Rupert
169 South High Street | Becke & Hendricks
189 North High Street | Lelace H. Ellis
320 State Street | Geo. W. Hubbs
Silverton, Oregon |
| Louis Bechtel
341 State Street | H. E. Brown
109 S. Commercial St. | W. H. Grabenhorst & Co.
134 South Liberty Street | K. Burgard Kugel
175 South High Street |
| A. C. Bohrnstedt
147 North Commercial St. | Leo N. Childs
320 State Street | Gaskill & Earle
166 South Liberty Street | W. G. Krueger
147 North Commercial St. |

DIRECTORY

- | | | | |
|--|--|---|---|
| E. A. Miller
208 Oregon Building | L. E. Oberer
134 South Liberty Street | Richard L. Reimann
147 N. Commercial Street | S. R. Tandy
Jefferson, Oregon |
| Lee A. McAllister
134 South Liberty St. | Gertrude J. M. Page
492 North Cottage Street | Victor Schneider
228 Oregon Building | Ulrich & Roberts
129 North Commercial St. |
| McGilchrist & Pennington
209 U. S. Bank Building | Winnie Pettyjohn
175 South High Street | | |

(This page will be used each week by the Salem Realty Board in more thoroughly acquainting the people of Marion and Polk counties in regard to why they should recognize the Realtor and to our present resources in farming and mercantile activities, and as to our potential possibilities, and the fact that there is no more favored spot in the whole United States to live than right here in the Willamette valley. Watch for the next advertisement one week from today.)
Your Eastern and Middle Western Acquaintances Will Appreciate Receiving the Choice Listings of Salem's Leading Realtors on This Page. Tear Out and Mail to One of Them.

McGILCHRIST & PENNINGTON
We have a large list of beautiful suburban homes with acreages from 2 to 15 acres—Many of the places have electricity and many have complete water works. Some are fully equipped with stock, farm machinery and the crops are in and all ready to go and some even will put in the furniture.
Quite a good many will consider some exchange and some will trade for city property and pay a cash difference or assume.
There is a great difference in prices—varying according to location and improvements.
1 acre \$1200; 5 acres \$1500; 9 acres \$2500; 9 acres \$4000; 5 acres \$7500; 10 acres \$9000; 2 acres \$4500; 15 acres \$15,000; 15 acres \$6500; 5 acres \$5000; 5 acres \$1500; 3 acres \$1750.
McGILCHRIST & PENNINGTON
209-10 U. S. Bank Bldg., Phone 140

Walnuts and Filberts for Profit
Highly improved 28 acres of which 14 acres of bearing walnuts return a handsome income to the owner\$22,000.00
40 acres of which 25 acres are in bearing walnuts. Only\$7,500.00
87 acres of which 65 acres are in young walnuts and Filbert orchard\$12,000.00
Smaller Tracts if Desired
A. C. BOHRNSTEDT
Realtor Loans Insurance
147 North Com'l St.—Salem, Oregon

HOTEL BELOW VALUE
19 rooms—16 are bedrooms. Cold water in most all rooms. Plastered building, basement, heating plant—in small town on main street. Furniture, range and dishes. Has a good future. Only \$4000 and will take small acreage or city.
Fire Insurance — Notary Public
H. E. BROWN, Realtor
Notary Public — Insurance
109 South Commercial

Large modern house in near by town, good schools, several lots included and large barn. Will trade for house and lot in Salem. Price will suit your purse. If not we will make it to suit.
Apt. house bringing splendid dividends on purchase price. Large lot has business future. Price \$20,000.
Are you a hotel keeper? If so we have one for sale or trade that might be of interest to you. Net income \$300, and more. Will trade for house and lot or acreage. Price, \$12,500.
Grocery store doing good business—would do better under younger management. \$18,000. Would take house and lot in trade.
WE WRITE ALL KINDS OF INSURANCE
GERTRUDE J. M. PAGE, Realtor
492 North Cottage Street Telephone 1186

Farm Loans
Plenty of 5% Money for Willamette Valley Farms
ANDERSON & RUPERT
Representing Equitable Sav. & Loan Ass'n. of Portland
169 South High St. Phone 1644

END that INDECISION
CHOOSE your HOME TODAY
NINE new HOMES under construction
Salem Highway Tracts
Rich L. Reimann, Realtor
Phone 865 — 318 U. S. Bank Bldg.
Private Money to Loan — Insurance

The Basis of all Wordly Wealth Is Real Estate
With the Growing Increase in Population Grows the Value of Land
75 acre Dairy farm 12 miles out on macadam road, 6-room house, good barn, garage, 20 acres in cultivation, some timber and balance good pasture. Price \$5500, part terms.
96 acres 12 miles out. Most all in cultivation, 7 acres in fruit, fair set of buildings, 2 good wells. This is a real bargain for \$5300.
45 acre Dairy farm with good buildings, most all cleared. Part rich bottom land with running water. Price \$11,000 or will exchange for Salem property.
TO BUY LAND SEE
320 State Street **LEO N. CHILDS Co. REALTORS** Phone 1727

Mr. Land Buyer:
Here Is Your Opportunity
For Sale or Exchange
160-acre red hill ranch, located 10 miles south of Salem within one and one-half miles of paved highway, 180 acres of plow land, balance pasture and timber, old buildings, fine spring water. Price for quick sale \$65.00 per acre. \$1000 down, balance easy terms at 6% interest, or will exchange for city property.
W. H. GRABENHORST & COMPANY Realtors
134 S. Liberty St., Salem, Oregon Telephone 515

VICTOR SCHNEIDER **CHRIS SCHNEIDER**
The Firm of Real Service
Friend Homeseeker:
Are you willing to investigate an opportunity of a life time?
If so, and you can show yourself to be right, we will help you to a piece of close-in acreage at a price and terms that cannot be passed up.
We offer this week a number of SMALL FARMS, desirably located and good MONEY MAKERS at prices below their values. Some trades.
Salem homes that are going to make you a profit, at low prices and very easy terms.
A most desirable and well located highway business property—a big money maker on a value of \$30,000 to exchange for good farm.
A lot near Parrish school at the price of \$550 on easy terms—water and sewer connections in.
Salem homes to fit you.
Acreage for homesites from 1 acre up.
Farms up to 25,000 acres.
To buy, sell or trade—see us. We want your listings no matter where located—no charges unless sold by us.
VICTOR SCHNEIDER — Realtor
LOANS — INSURANCE
228 Oregon Building Telephone 673

Greatest Trading Organization
ON THE PACIFIC COAST
We have over 3000 properties listed for exchange. Every kind of property, every price, every location. We can match your exchange EXACTLY. If you would like to trade your property TODAY, come in TODAY.
Garage, filling station, auto camp, 6 room bungalow and 3 1/2 acres of land on Highway, close to Salem. Will trade for farm.
2 acres of land with modern bungalow in good town south of Salem on highway. Will trade for Salem property.
100 acre ranch, 50 acres in cultivation, good buildings—the best of land. Price \$11,000, good terms.
15 acre apple orchard, 1 mile from Salem, good buildings. Will trade for city property.
Grocery stock, fixtures and lease, doing a good business.
New modern 6 room bungalow, close in and in north Salem. Price \$7500, small payment down and balance like rent.
Choice Building Lots in North Salem Good Terms
GASKILL & EARLE, Realtors
166 South Liberty Street Phone 2242

It May Be Your HOME
WE HOPE NOT—BUT IT MIGHT BE
A fire is always a surprise to the man who's house or store is burning. He never expected it. No one ever does! Inasmuch as it may be your property as well as your neighbor's isn't it wise to insure?
Think It Over
Then Call 161
BECKE & HENDRICKS, Realtors
189 North High Street Phone 161
Real Estate and Insurance

Make Your Home In or Near Salem and You Make No Mistake
A fine 4 acres with running water near Salem at \$2100. Very easy terms.
New fully modern 4-room bungalow in South Salem at \$2600. \$300 down, balance like rent.
66 acres, 50 under plow, balance pasture, fine location, on good road, one mile from small town. A bargain at \$3600. Easy terms.
5 new fully modern bungalows at real bargains. Have your choice. Easy payments and terms. If you have anything to exchange tell us about it.
ULRICH & ROBERTS
Realtors
129 North Commercial Street Telephone 1354
American Fidelity Building