

# Salem Is a Growing Wholesaling and Jobbing Center

## Willamette Grocery Co. Salem's Leading Wholesale Concern Has Great Growth

### Firm Formed United Purity Stores Group in Past Year, With 110 Retail Dealers Widely Scattered; Adds to Associated Stores

Salem's leading wholesale grocery concern is the Willamette Grocery company. This annual report of progress on its career is much like all those that have gone before; there has been progress from the beginning; through the expansion of the past 12 months has been especially marked by the organization of the Purity Stores group of 110 stores thus far enlisted under that banner, significant of high class lines and first class service. The Purity stores are in Salem and surrounding territory, and extending to the suburbs of Eugene on the south, to the Pacific ocean on the west, to the Cascades on the east, and to Donald on the north. The Purity stores are in a league, signed up to buy supplies of the Willamette Grocery company, and to cooperate under one banner in advertising and generally pushing and improving methods of business.

The Associated Stores is another cooperating organization, formed as a separate corporation, and now containing 23 stores, two of them as far away as Vancouver, Wash. The rest are in the Salem trade territory, in the Willamette valley and along the coast.

Has Had Steady Expansion

The Willamette Grocery company started in Salem nine and a half years ago. It has occupied its own building since the first of September, 1926, at the corner of Trade and Cottage streets, with two stories and basement, covering 32½ by 160 feet, and crammed with goods.

There is a payroll of about 35 men in the force of the wholesale concern proper, with a big fleet of trucks serving its territory.

Of the executive force, Theodore Roth is president and manager; F. E. Broer, assistant manager; J. J. Pelzer, cashier. All are stockholders. Most of the employees are so, for the business inspires confidence and super-

## WHOLESALE HOUSE HERE IN 39TH YEAR

The pioneer and longest established wholesale house in Salem will be 39 years old on the first of January, next. George E. Waters, wholesale dealer in tobacco and cigars and candy, etc., opened business January 1, 1891, when he was "that much younger" than he is now, though he looks almost as young as he did then, and he has met with success every day since. In his wholesale and jobbing operations he supplies the trade in a radius of 25 to 30 miles.

The advantageous position of Salem as a jobbing point was so well made known by Mr. Waters to the manufacturers and importers of the goods which he handles that he was enabled long since to deal with them directly and to place himself upon an equal footing with the biggest wholesalers on the coast. That is the great necessity—a secure terminal buying advantage. Salem has the field of consumption for all lines and has a most favorable means of distribution so that the man or company that can purchase on an equal basis with the big concerns is sure of success in this location. Mr. Waters has that advantage.

## THE BIG CONCERNS WELL REPRESENTED

All the big national and international gas and oil concerns are well represented in Salem, and so are the auto and truck and automotive parts concerns, and a good deal of wholesaling in these lines is done in the cities and towns up and down the valley.

The Valley Packing company, Salem's big packing house, wholesales its products all over western and southern Oregon and western Washington to Alaska, Hawaii and other sections and countries.

Our linen mills and many other concerns, especially in the packing of fruits, nuts and vegetables, are wholesalers and jobbers. So are our dealers in peppermint oil, cascarilla bark, spagnum and other moss, and many other concerns supplying large markets in this and other countries.

## RAY OLSON FRUIT AND PRODUCE HOUSE

The Ray Olson fruit and produce house, 440 Ferry street, is a buyer of local and other fruits and a shipper and general distributor, with a specialty of supplying the local trade. This is an enterprising and growing concern, with prospects for steady expansion.

## Three Appointed On Farm Board Under New Act

WASHINGTON, June 29.—(AP)—James C. Stone of Kentucky, C. B. Denman of Missouri, and Col. Williams of Oklahoma were appointed today by President Hoover as members of the federal farm board created by the new administration farm relief act.

The chief executive said he hoped to have the acceptance of three or four more members by the middle of next week and added that it was his belief that the full board of eight would be able to organize by August 1.

While Mr. Hoover made no designation of a chairman among the group of three announced today,

## Diplomats Held For Violations Of Traffic Law

WASHINGTON, June 29.—(AP)—In a report to the senate today, Major Henry G. Patt, superintendent of the Washington police force, stated that diplomats of various rank had been halted on 37 occasions for violating the traffic laws of the capital city during the past 13 years, and that a number of them were charged with driving while intoxicated.

Major Patt's report did not name those in the latter class. The report merely grouped the diplomats in one list with the notation that they had been halted for violation of traffic ordinances, and added that members of foreign legations are exempted from arrest.

## Everything In BUILDING MATERIALS Cobbs & Mitchell

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## THE GENERAL FRUIT CORPORATION HERE

### The Holding Company of the Pacific Fruit and the Ryan Companies

The General Fruit corporation is the holding concern for the Pacific Fruit and Produce company and the Ryan Fruit company, but both of the organizations remain in the same lines, each having a separate organization, and with branches in Salem. They are two in local business; they are one in overhead and general management and buying power.

The operations of the Pacific Fruit and Produce company are carried on in Salem at 529-541 Trade street, in a building especially constructed for its purpose, covering ground space of 223 by 121 feet. This concern has been doing business in Salem for 20 years. It is an important link in a chain extending from Dallas, Texas, and Denver, Colorado, north and west, covering a wide section of the coast and mountain ranges, etc.

Chief Swegle has been the Salem manager since Sept. 1, 1926. I. E. Thomas is bookkeeper; coming from The Dalles. Jack Auman, Lyle Rains and Wild Stearns are salesmen. Earl Wilcox is warehouseman and Clarence Magnuson night warehouseman—for the business goes on night and day, with a line of trucks constantly going, "hauling" "loads" of milk. Ray Peterson and L. S. McClintock are interurban truck drivers, reporting at Salem, and Axel Peterson is city deliveryman.

The business of this great concern was started at Tacoma in 1908. At Salem it helps in marketing for our growers their celery and head lettuce, onions, potatoes, asparagus, etc., etc.

Helping Cherry Growers

They give the north 35 feet, and even more space in the busy season to the Salem Cherry Growers association, packing and marketing their Lambert, Bing and Black Republican crops in refrigerator cars sent to the big eastern cities; precooled in the local plant of the Pacific Fruit and Produce company. Cherry packing will begin right after July 4th.

The Ryan branch

The Ryan branch of the Ryan Fruit company is at the corner of Trade and Cottage streets, with a building 84 feet on Trade and 75 on Cottage, with full basement and every modern convenience. This branch was started here March 1, 1924, in temporary quarters, later moving to the present building. Joseph W. Wise has been the Salem manager. Sam Solof is to assume that position tomorrow; a former Salem boy, where he has a commodious show room and pleasant office. He expects to realize the largest totals for 1929 in the history of this business.

## Wilhelm Could Return, BeBlief

BERLIN, June 29.—(AP)—Official circles authoritatively stated tonight that the German government would raise no objections to the return of the former kaiser from his exile at Doorn, but it was at once added that this attitude was of no importance. It was believed that there was not the remotest possibility that Wilhelm Hohenzollern would apply for permission to visit the land he once ruled.

the general expectation is that Mr. Stone, who is the founder and president of the Burley Tobacco Growers' Cooperative association, will be designated as chairman.

## BRING IN YOUR NEW WHEAT

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Specify "Salem Made" Paper for Your Office Stationery

## Growing Wholesaling and Jobbing Center

ONCE a year, for ten years, The Slogan pages of The Statesman have reviewed the wholesaling and jobbing activities of Salem—

And there has been a healthy growth to record at the close of each recurring twelve month period. The past year has been no exception.

There are no many lines open. There is room for more and greater activities in these fields here. Concerns that assemble the products of the industries on the land and those in our towns and cities, and find near and distant markets for them, and bring the needed supplies to our consuming public, perform useful services and aid in establishing here the foundations of a well balanced growth.

They are therefore worthy of encouragement, and lines not now represented will find a welcome here.

## MIDDLE AGED MEN FAVORED BY FORD

PHILADELPHIA, June 29.—(AP)—Henry Ford in the July issue of the Ladies' Home Journal, says that he should prefer, if he could make the choice, to have all his employees between 35 and 60 years of age.

"For them," the automobile manufacturer adds, "we should have a stable and experienced force. We would not care how much over sixty they were so long as they could do their work."

"Under no circumstances would we have a working force made up of only young men," Ford says. "It is absolutely necessary, in order to get the work through, to have a solid framework of older and more experienced men who know exactly what they are doing."

"It is not to be expected that a man of seventy will have as much endurance as one of 25. It is not at all necessary that he should have, for the time a man has reached 70, he ought to have something a great deal more valuable than physical strength."

"The records of the employment department show that work that calls for endurance is best served as a rule by men who are forty and over. Younger men seem to tire of jobs of this kind rather quickly and want to be transferred to lighter work."

"Having lived a number of years," Mr. Ford says, "is a great advantage to anyone if those years have brought a background of experience. It is usual to associate age with years only because so many men and women somewhere along in what is called middle age stop trying. They let themselves be old."

## JACKIE FIELDS IS VICTOR AT CHICAGO

CHICAGO, June 29.—(AP)—Jackie Fields, Los Angeles welterweight, was selected for the 1930 meeting, tonight, tonight erased Farmer Joe Cooper, of Terre Haute, Ind., from the list of contenders in the 145 pound division by knocking the Hoosier out in the first round of a ten round bout at Mills Stadium.

Fields, recognized by the National Boxing association as welterweight champion, caught Cooper with two left hooks about the middle of the first session, and the Terre Haute boxer went down without delay and was counted out.

## PUNCTION CITY Man Kills Self

JUNCTION CITY, Ore., June 29.—(AP)—Dus, it is believed to brooding over ill health, Frank P. Harp, 76, shot and killed himself tonight at Junction City. Relatives at the home of his sister, Mrs. Annie Harp, heard a shot in the woodshed at the rear of the house and rushing out found Harp dead with a discharged shotgun at his side. He had fired the shot into his head.

## SEEK WORLD RECORD CLEVELAND, June 29.—(AP)—Pilots R. L. Mitchell and Bryon K. Newcomb, attempting to set a new world record for an endurance refueling airplane flight, took off at the municipal airport here tonight in the big monoplane "City of Cleveland" at 6:38:51.

## Keep Your Money in Oregon —Buy Monuments Made at Salem, Oregon

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## DOOLITTLE TOLD OF TIRE PLANT'S GAINS

Spurred by the continuous heavy demand for Goodyear products, evidenced by the sales being reported by thousands of independent western Goodyear dealers, Frank Doolittle, Goodyear dealer at Salem, announces that the Goodyear Tire and Rubber company of California, will on June 24 turn out Western Goodyear's 14th million tire.

In reaching this high production mark, achieved in less than

nine years since the Los Angeles factory opened, all past production records have been eclipsed.

From January 1, 1929, to June 24, 1929, a total of 1,727,350 tires were manufactured in Los Angeles, as compared to 1,254,514 for the same period last year, or an increase for 1929 to date of 36 per cent.

E. J. Thomas, vice president and general superintendent of Goodyear's Los Angeles plant, advised Mr. Doolittle of Salem that he estimates the Los Angeles organization has already built over 10 per cent of Goodyear's all-time all-factory production.

Los Angeles, as a tire production center, is steadily creeping up on Akron, and Goodyear's

plant, first opened in 1920, continues to lead western tire manufacturers with a daily average of 13,000 tires being produced, necessitating a payroll of over five million dollars a year to its 3,200 employees.

## Kent President Of Dairy Group

PORTLAND, Ore., June 29.—(AP)—L. B. Kent, of this city, was today elected first president of the Pacific Northwest Dairy and Milk Inspectors Association, at their meeting in Vancouver, B. C., L. H. Stenberg of Tacoma, was named a director. Everett, Wash.,

# Removal Announcement . . .

## on and after July 1st.

# Ramseyer Bros.

will be located in their new Storage Garage at 250 N. High St. Just north of the new Senator Hotel. Day and night storage, Car washing, lubrication. We invite your inspection.

# Firestone TIRES

## Storage, Washing, Greasing and Wheel Aligning

# J. W. PARKER TIRE CO.

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# Trust to Experience —the Greatest Teacher of Them All

Tire-buying is hardly to be counted among the "pleasures" of owning an automobile.

It means the paying out of money which also may be needed for something else.

That is why most car owners now think twice before they accept a tire. They desire that their purchases of tires be few and far between.

Advertising, friendship, high-powered words—these things don't influence tire-buyers as formerly. Tires are mostly bought today on a straight business basis. On the basis of proved facts, proved performance, proved superiority—not on talk or claims.

Millions more people than ever before now trust to experience—the greatest teacher of all—in choosing tires.

That is why millions more people buy Goodyear Tires than any other kind. Why, in

a recent nation-wide popularity check, car-owners favored Goodyears 2 to 1 over the next make—and from 3 to 1 up to 30 to 1 over other makes.

Experience has finally and conclusively proved that Goodyears are the best tires in the world.

Goodyear sales, as a result, have leaped to many millions more than any other company. Through this enormous and ever-increasing quantity production, costs have been steadily lowered, permitting Goodyear to give a quality so much greater for the same money that Goodyear Tires are by far "The World's Greatest Values."

Trust to Experience when you buy tires. Go to the Goodyear dealer. You can depend on one thing: you'll have the "pleasure" of seeing him far less frequently for the purchase of new tires.



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