

# Salem Paper Converting Industry Is a Great Local Asset

## PHENOMENAL GROWTH SEEN BY COMPANY

### Local Plant Uses Output of Oregon Pulp and Paper Concern

"Business follows business" and "one industry begets another"—so run two proverbial of the commercial world and nowhere are they more effectively demonstrated to be truths than in the Salem paper industry.

The phenomenal growth of the Oregon Paper and Pulp company has created a great asset to the city from an industrial standpoint and has resulted in the birth of a new and equally promising industry in the work of the Western Paper Converting company. Both industries are complimentary to each other and mutually helpful.

It is the function of the paper and pulp mill to make a finished paper product and of the converting company to convert this paper into a large line of articles of utility and convenience.

### Annual Payroll \$100,000

During 1929 the converting plant furnished employment for 75 persons and had a payroll of nearly \$100,000. The development of this industry represents a growth of exactly four years, and sales are mounting continuously and steadily. Marketing is being handled through sales offices in Seattle, San Francisco, Los Angeles and, of course, the headquarters office in Salem.

An amazing line of manufactured and printed paper products are turned out in this plant, which is located at Front and D streets in a building 100 by 240 feet.

Some of the nation's largest meat packers, candy makers, fruit packers, paper jobbers, adding machine and cash register supply houses and manufacturers are already patrons of the firm, and the list is growing.

A journey through the plant brings one first to the machines which convert great rolls of paper into ruled pages and bill-headers. Blue, red, green and purple pens dance up and down on the streams of paper as they flow past. Rolls of paper are wound on wood spools properly spaced to the width of the master roll for service on cash registers, adding machines and other devices requiring paper rolls.

Into another machine rolls of glassine paper are fed and glassine bags are turned out, bearing the printed trade mark of some confection concern. The rate of production is 10,000 an hour. Over a million crimped candy cups are turned out a day by a group of stamping machines operated by girls. Here are a million cups for a million persons who "reach for a sweet" each 24 hours.

Output is Unique  
Printed bacon, ham and lard label wrappers may be seen in growing piles by printing presses. Other machines are turning out cellophane, foil and other printed wrappers for all sorts of confections. This plant is the only one west of Chicago making bobbin bakery and other crimped cups.

There is no president of the concern at present, those duties being handled by Lloyd Riches, vice president. Other officers are: treasurer, T. A. Roberts; secretary, Joseph Prudhomme; manager, A. B. Galloway; and directors, Joseph Prudhomme, A. B. Galloway, W. E. Keyes, D. E. Jarman, A. E. Wagner, Homer H. Smith, and C. F. Beryerl.

### CHAMPOEG NEW CITY

An hour's ride north from Salem is Champeog on the banks of the Willamette river. This is the great historical shrine of the west where in 1843, Oregon pioneers organized the first provisional government.

## HOME OF WILLAMETTE GROCERY COMPANY; A MAJOR BUSINESS FOR SALEM



Theodore Roth, president of this company, has brought the firm within a decade from a humble beginning in the basement of the Roth Grocery Co., to a Willamette valley institution whose business this year will come close to the \$2,000,000 mark. The company owns the Associated grocery chain and is sponsor for the United Purity stores, a group of independently owned retail groceries.

## 61 Trains of 50 Cars Each Needed To Haul Annual Paper Mill Output

### Majority of Oregon Pulp and Paper Company Product Goes Down River for Reshipment; Capacity of Mill Goes Steadily Upward

By ROBERT NOXON  
Sixty-one locomotives pulling trains of 50 freight cars each would be required to move the output of the Oregon Pulp and Paper company for the past year. During 1929 an aggregate of 122,000,000 pounds of paper has been manufactured by the Salem mill and marketed throughout the world. The capacity load for the average railroad freight car is 40,000 pounds. Thus if the entire output of the mill were to be shipped at one time it would make up 61 trains of the ordinary length or one train of 3050 cars!

Of course, much of the paper is loaded on boats and sent down the river to Portland and there re-shipped and transported to the foreign markets of Asia, Europe and Australia.

### 220,000 Pounds Daily

The capacity of the paper mill is now 220,000 pounds per working day. Most of the time the mill is operated on a 24-hour basis. The capacity in 1927 was 170,000 pounds and in 1928 it was about 200,000 pounds per day. The increase in production the past year over 1928 was due largely to improvement of methods and the speeding up and coordinating of mechanical processes rather than through the introduction of additional machinery, and was indicative of the efficiency of the management.

### Water Consumption Huge

The mill uses over 8000 gallons of water a minute or about 12,000,000 gallons each 24 hours, and has a filtering capacity of 16,000,000 gallons daily. There are 498 electric motors, with a capacity ranging from one to 350 horsepower. The connected load amounts to 10,000 horse-power. The pulp mill requires more than 6000 cords of a wood a month.

### WELL-EQUIPPED CAMP IS OWNED BY LOCAL Y. W. C. A

#### 25 Girls Accommodated at Single Time at Fine Outing Site on Santiam River Bank

The Y. W. C. A. is the happy owner of a most suitable and well equipped camp, where 25 girls may be accommodated at one time. During the past year, several groups of girls utilized the camp at various times, but highlight in the summer camp season is the period when Girl Reserves and other girls of that age attend camp for a week of supervised recreation. Last summer high school girls occupied the camp at one time, grade school at another, and junior high girls for another week. The camp is known as Camp Santiam, and is on the Santiam above Mehama.

The camp program, like all Y. W. C. A. programs, is planned to develop the mind, body and spirit

of the girl. Swimming, hiking, handicraft, camp work and duties, worship, games and an evening campfire all find places in the daily camp life. An adult camp director, a physical director and other assistants help with the conduct of the camp and to make the week the most enjoyable for the girls who attend.

### Other Girls Enjoy Camp

Girls of other organizations are also permitted to use Camp Santiam, thus affording vacation period and outdoor pleasure to not only the girls within the Y. W. C. A. unit, but to others. With a general directorate or girls' work committee now functioning for the three major girls' organizations in the city, it is planned that

the Salem mill is, in reality, two mills—the sulphite mill and the paper-making mill proper. There are many sulphite mills which do not take the finished product and many paper mills which have no sulphite plants. The complete process is performed here, with logs being fed into the mill, made into chips, "cooked" or digested, the cellulose separated from the waste, bleached, refined and paper made.

F. W. Leadbetter is President; A. S. Fleming, secretary and treasurer; and Dr. B. L. Stevens, Dr. M. C. Findley, William S. Walton, Walter E. Keyes, Pitcock Leadbetter, A. Cronin Jr., Truman Collins and H. G. Reed are directors. Joe Kaster is the superintendent and E. A. Weber is sulphite superintendent. K. W. Heinlein is the resident manager.

### OREGON HOLDS HONORS

Oregon holds coveted honors in dairy production. A fortunate climate has been combined with high quality of stock, economical feeding and scientific care in winning this enviable position. Oregon holds approximately one-third of all the 135 highest records for the Jersey breed established by official test. World records have also been attained by Oregon Holsteins, Ayrshires and Guernseys owned by practical dairy farmers.

Another wrinkle to heat merchandising is provision of clean heat. Furnace pipes lined with soot and dust aren't in the 1930 style book. A vacuum cleaner for furnaces is the latest accessory to the heating business, and it is a valuable one in many ways than one. In cleaning one heating system, this appliance is reported to have sucked over a dollar, in small change, from the pipes.

### WARMING OF CITY CREATES PAYROLL

#### Hillman Fuel Company Runs Five Trucks; Employs Seven Men

In the business of keeping Salem warm, the Hillman fuel company employs seven persons regularly, and maintains a payroll of approximately \$10,000 for the year. Five delivery trucks are running constantly. Last year some new equipment was put in use.

### LARMER TRANSFER BUSINESS GROWING

#### Truck Concern Maintains an Annual Payroll of Some \$35,000

From one team to a fleet of 21 trucks is the advance made by the Larmer transfer company in the past 21 years. There has been a corresponding growth in the number of men employed and in the territory served, warranting the establishment of a Portland branch of the firm.

The Larmer company employs regularly 23 men in Salem, and maintains a payroll of approximately \$35,000 annually. The staff includes its own carpenter, and mechanics, and is thus able to do any incidental repairing on the spot.

### \$5,000 Garage Built

Last year a new garage costing \$5,000 was built on the company's property. It will easily house 25 trucks and is a valuable addition to the physical equipment of the concern.

The six moving vans and 15 other trucks travel all over the coast territory, from southern California to northern Idaho. The storage warehouse has four stories 144 feet square, elevator, and other conveniences. Included with the storage facilities are two 10,000 gallon tanks for storage of Diesel oil and crude oil.

## Birth and Death Trends Recorded

MEDFORD, Ore., Dec. 31.—(AP)—A complete system of records for registering vital statistics in this county has just been installed here through the aid of Dr. Clair V. Langston, dean of the school of physical education and health at the Oregon State college who came to Jackson county at the suggestion of the American Public Health association. The new forms will permit close comparison of the trends in birth and death rate and reportable diseases.

### LEGION POST LARGE

For a city with a population of 26,000, Salem has the largest American Legion post in the United States, as well as the largest Elks' lodge. It has a Y. M. C. A. with a membership larger than any city of its size in the United States.

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This fuel business does not concern itself solely with supplying users with wood and coal, it was pointed out but includes provision for the most efficient and satisfactory use of fuel. Automatic stokers and hog-fuel burners now constitute an important item of merchandise for the fuel dealer. The tendency is constantly to provide the home warmth and comfort with the least possible annoyance and effort.

Another wrinkle to heat merchandising is provision of clean heat. Furnace pipes lined with soot and dust aren't in the 1930 style book. A vacuum cleaner for furnaces is the latest accessory to the heating business, and it is a valuable one in many ways than one. In cleaning one heating system, this appliance is reported to have sucked over a dollar, in small change, from the pipes.

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## HOOVER WANTS MUCH GREATER PLANS TO WIN

### London Parley in January to Be Preliminary to Big Reductions

By KIRK SIMPSON  
(AP Feature Service Writer)  
WASHINGTON - (AP) - Anno Domini 1929, passed into history signalled as no year before in its accomplishments toward permanent peace.

Within its boundaries of 13 months lay the definite erection of the universal peace pact, the Kellogg-Brand treaty.

Within the year, too, lay new American leadership toward the peaceful adjustments and reduction of arms burdens for which American presidents have toiled for generations.

"Peace has become more assured," President Hoover said in his message to the regular session of congress in early December. "We not only are at peace with all the world, but the foundations for future peace are being substantially strengthened."

"We have initiated new efforts not only in the organization of the machinery of peace but also to eliminate dangerous forces which produce controversies amongst nations."

London Conference Soon  
It was with this background that London became the center of world attention as the new five-power naval conference prepared to take up its task in mid-January.

From an American point of view, at least, the atmosphere surrounding that fourth effort to widen naval limitation agreements, and also to reduce the world tonnage in ships of war, was more favorable than ever before.

"We hold high hopes that success may attend this effort," President Hoover said in his report to congress.

### Western Problems Wane

Within the western hemisphere at the very doorstep of the American nation, vexing problems that loomed gravely 12 months ago had been largely dissipated.

Nearly 5,000 American marines were still abroad in Nicaragua, Haiti and China, but the forces were being rapidly reduced. They remained in Nicaragua only on urgent plea of the new liberal government there, awaiting development of adequate Nicaraguan police forces.

"In the large sense we do not wish to be represented abroad in such manner," President Hoover told congress, adding another chapter to the policy of good-will promotion which led to his long pre-inauguration pilgrimage to South America and may also take him to Central America before his term expires.

The new year was destined to see elaboration at home of the means of keeping relationships with other nations free of friction.

### State Department Moves On

Plans for further upbuilding of the state department were announced by the administration. Slew work toward filling numerous vacancies in the diplomatic corps abroad was explained as due to the care with which men of suitable background and training were sought.

Much will rest upon the shoulders of these American diplomats in the months ahead. Progress of the tariff debate in Washington brought out sharply the conflicting interests certain to produce important diplomatic conversations in a score of capitals as the new rates take effect.

With the Hoover pronouncement following up the heritage of labors toward peaceful settlement of all disputes left to him by predecessors at the White House, however, there was little prospect of serious clash for the United States in foreign affairs as 1930 was born.

## BIG BUSINESS HEADS LOOK FOR EXPANSION

Dwain D. Young, General Electric company — Industries supplying equipment for power utilities will benefit materially from expanded construction programs in 1930.

Mathew Sloan, president National Electric Light association — Careful analysis justifies expansion in 1930 in anticipation of the growing requirement of industry for power and consumers for electricity.

Walter S. Gifford, president of the American Telephone and Telegraph Company — Our business prospects are as good as they ever have been. I expect our growth and expansion to continue in 1930.

## TRADE IN PULP AND PAPER TO SHOW ADVANCE

### Volume During 1929 Shown To be Steady; Optimism Shown Over 1930

Evidence points to the continuation of the pulp and paper industry upon essentially the same levels as those set in 1929 during the coming year, S. L. Wilson, president of the American Paper and Pulp association, told the recent survey conference held at the call of President Hoover in Washington.

"The volume of business in the pulp and paper industry is maintaining without interruption the trends established during the first ten months of the year," Mr. Wilson said.

### 223 Companies Surveyed

"In the Association's survey 223 companies reported. The reports covered all grades and all regions. Of the total, 103 companies indicated that orders for the first half of November, 1929, exceeded in tonnage the orders booked during a comparable period in 1928, sixty companies reported no essential change in orders and the remainder, 79 companies, reported decreases. These statistics indicated no abnormal condition in the industry as a whole."

"Practically all companies had no cancellations of orders whatsoever during the first half of November, 1929; only three companies reported unusual cancellations."

"All but 17 companies expressed optimistic opinion concerning the volume of business for 1930; in fact 123 companies indicated their opinion as "good" and 82 companies as "fair and normal." In discussing their opinions, most mills referred to the unprecedented volume of business in 1929 and indicated an expected volume of the same proportions in 1930."

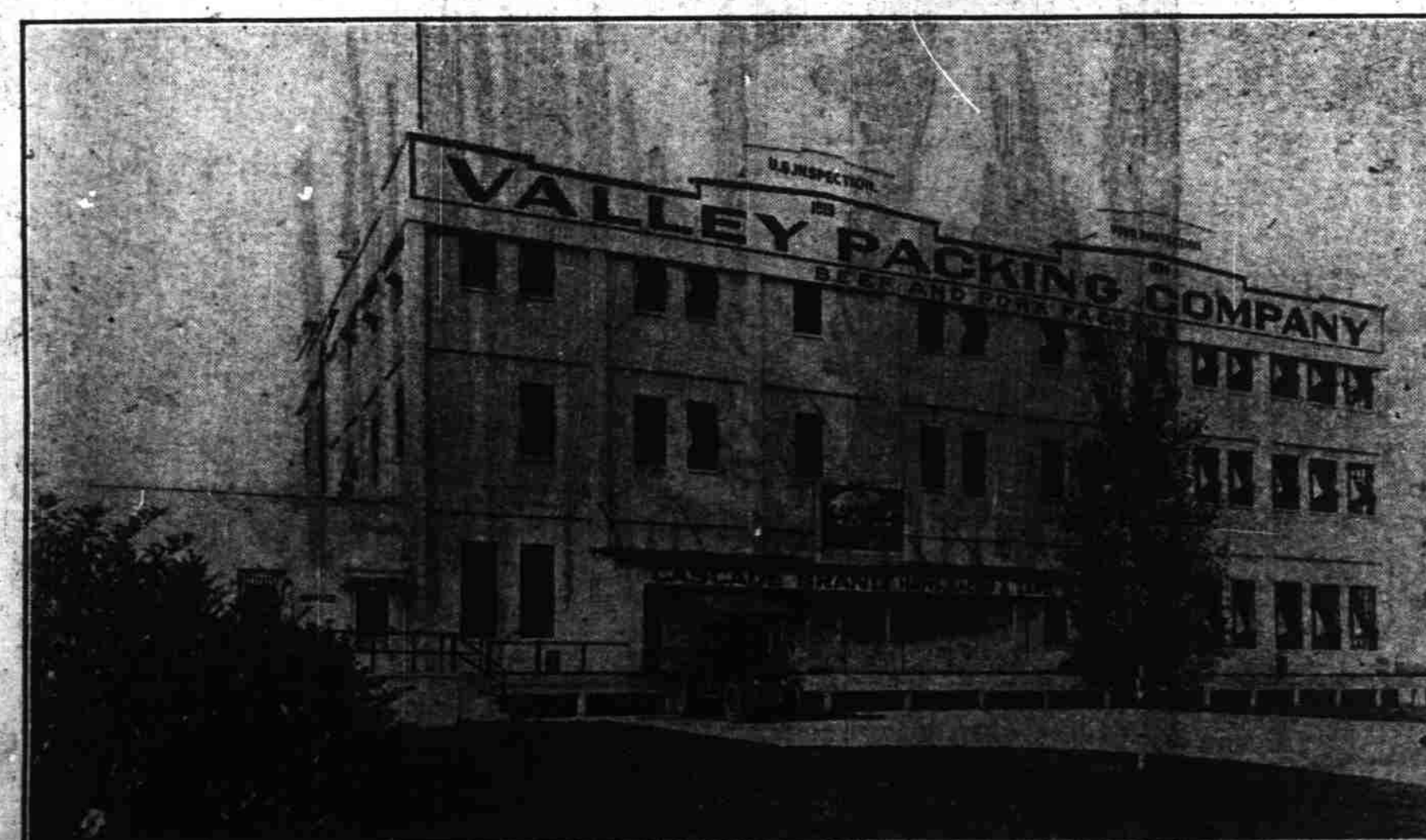
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## A VALLEY BUSINESS OF OUTSTANDING CONSEQUENCE



The Valley Packing company has provided an outlet for hundreds of stock raisers in Oregon. To the retail trade it gives efficient service and a high-quality product in all the meat lines.



Nowadays everybody is in a hurry  
That's Why  
you need a  
Modern SMOOTHTOP Gasrange  
with speed burners  
Sold installed and serviced by  
Portland Gas & Coke Co.  
136 So. High St. Phone 378