

How Salem's Industrial Lines Grade In Importance

UNSOLD PORTION PREFERRED

PAPER MILL STOCK

We offer the unsold portion of the \$600,000 issue cumulative 8 per cent Preferred Stock of the Oregon Pulp & Paper Company, Salem, Oregon.

This mill is one of the most modern paper mills in the country, is equipped with high grade sulphite specialties, such as glassine and greaseproof papers at present not manufactured on the Pacific Coast as well as wrapping, tissue and waxing papers. The mill buildings are about completed, the machinery being erected, and the plant will be in operation very shortly.

This preferred stock is cumulative from July 1, 1920, pays 8 per cent per annum, dividends payable monthly; none of the stock of this company either preferred or common has been sold for less than par, \$100 per share.

The ownership of the \$600,000 common stock rests largely with F. W. Leadbetter, the president, also president of the California-Oregon Paper Mills with mill in Los Angeles, and for 25 years a large stockholder and director of the Camas, now the Crown-Willamette Paper company. And the C. K. Spaulding Logging company, which owns a saw mill adjoining the paper mill at Salem, and furnishes the new mill with sawdust for fuel and the necessary wood for the 50 tons of sulphite daily made in the sulphite mill. Mr. C. K. Spaulding, the president of the logging company, being vice-president of the paper mill, and the fact that Mr. Spaulding and Mr. Leadbetter each own one-half of the Spaulding Logging company, which in turn owns nearly one billion feet of timber with its own logging roads, assures the new paper mill of its raw materials without the great expenditure for timber usually necessary to supply a great paper mill enterprise.

These two interests combined with the heavy holdings of the local Salem stockholders, and Mr. E. S. Collins and the Ladd estate of Portland, comprise the ownership of these mills and makes of this plant a distinctive Oregon corporation, designed, owned and operated by Oregonians.

For detailed information apply to
**OREGON PULP
AND PAPER CO.**

SALEM, OREGON

And How Factory Payrolls Promote the Many Interests of Both City and Country

According to the Commercial Club's Industrial Survey some of the principal groups of Salem's Factories classify as follows:

Number	Business	Yearly Product Value.
8	Fruit and Vegetable Canning and Dehydration	\$6,290,000.00
4	Creamery and Condensing	565,000.00
9	Printing and Publishing, Bookbinding	336,168.00
4	Bakeries	281,000.00
17	Auto and Bicycle Repair Shops	189,500.00
5	Iron and Sheet Metal Works	150,000.00
3	Electric and Storage Battery Shops	42,400.00
50	Totals	\$7,854,068.00

There are 46 other establishments that unittedly represent yearly business of \$6,159,482. Some of these lines are as follows: One big sawmill and logging company; 1 large paper mill, to commence operations about August 20; Extensive heat, light and power plant; 1 big woolen mill; 1 steam and 3 hand laundries; 2 dyers and cleaners; 2 gravel-working establishments; 1 tile, and 1 cement concrete sewer-pipe works; 1 tannery; 1 Angora goat rug factory; 1 canvas glove factory; 2 slaughtering and meat-packing houses; 1 vulcanizing shop; Tailoring, shoe repairing, general wood-working, and various others.

Salem's Great Fruit Industries

It will be seen by the foregoing summary that about 44 per cent of the Industrial Products of Salem consists of Fruit and Vegetable Canning and Dehydration or drying.

While not so classified, lumber and logging come 2nd; paper manufacture will be 3rd; slaughtering and meat packing fourth; creamery and condensing fifth; publishing, printing and book-binding sixth, the bakeries seventh and iron and foundry work eighth.

These graduations are on the basis of Value of Annual Products, at 1919-1920 prices.

It is not improbable that the fruit and vegetable canning and dehydration of the same products will represent fifty per cent of the city's industrial yield within a year or two.

The Advantages and Disadvantages

At first thought it might seem that such fruit and vegetable preservation is not the most desirable form of manufacturing for Salem. Such industries supply employment to a large number of persons, but in the main from four to seven months only. The dehydration operations continue for ten months.

The hands are thus out of these lines of employment from 2 to 8 months each year, and sustain a large loss of earnings compared with yearly time. The economic disadvantage of this situation can not be denied as far as the workers are concerned.

But, from the standpoint of the growers and the city, the view is very different. Those fruit and vegetable preserving works not only provide a great market for products of the land that would not otherwise exist, but they disburse big sums of money among the growers that multiplies their Buying Power from the cities and towns.

Salem Manufactures Home Yields

This business both diversifies the agricultural crops, and provides use for the land in this region in a manner that realizes the largest returns of both crops and money.

By a glance at the lines named at the head of this article, it will be noticed that they include almost every growth native to this section. Salem has one or more factories for each of its successful crops.

That is an ideal plan, and leads to the best economic reciprocity. This will be true more effectively as Salem grows in factory importance. The farms and forests will supply most of the materials, and find a general market here with the least loss from transportation and marketing.

On the other hand the farms will gain in Buying Power, and receive many lines of manufacture direct from the works. The more completely this can be realized, the better will be the mutual relation between city and country.

Payrolls the Life of Progress

Payrolls, of course, are the big leverage for both city and country. They mean buying power in close proportion to the factory disbursements.

Salem's industries will soon be paying out \$2,000,000 yearly for labor alone. Each additional 1,000 persons employed will represent approximately an added million to the city's pay checks.

With a \$2,000,000 yearly payroll disbursement the monthly average will be \$166,667, a fine big lot of new commercial vitality that pours into every line of business in this city and section, inspires and promotes progress, continually and increasingly. Besides the payrolls, great sums are paid for raw materials.

And as long as the factories grow and prosper, the city MUST expand. It will HAVE to build homes, business houses, other factories, make general improvements.

Its vital interest lies in helping the factories to come and expand, and then itself try and keep up with the Progress Procession.

But, both cities and factories are only EFFECTS of impelling CAUSES. Those Causes—the Lands, that is, the Farms, Forests and Mines—will be considered in the following studies.

Automobiles

Franklin and Studebaker Cars ready for delivery.

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PACKARD, WHITE AND OLDSMOBILE TRUCKS.

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These Cars were all taken in exchange on new cars and have been thoroughly overhauled. It will pay you to look at our stock.

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Salem Water, Light & Power Co.

The Salem Water, Light & Power Company is engaged in furnishing water to the city of Salem, the capital of the state of Oregon, a city covering an area of five and a half square miles.

This water plant is the largest privately owned water plant in the state of Oregon.

It has 75 miles of water mains laid in the streets of Salem, 31 miles of which are under permanent hard surface pavement.

It has installed at its pumping station the largest vertical triplex pump on the Pacific coast, made expressly for it by the Geo. E. Dow Pump Works of San Francisco.

It has a two-stage electrically driven 10-inch centrifugal pump, which is a model of its kind and is the last word in centrifugal pumps. In 24 hours this pump forces 3,250,000 gallons of water to an elevation of 230 feet.

It has ordered a new DeLaval centrifugal pump which may be driven by water, steam or electric power and which is to be installed this summer. The capacity of this pump will be three million gallons in 24 hours.

It has a Dow steam duplex pump which has a capacity of 1,250,000 gallons in 24 hours.

It has three kinds of power installed for driving its pumps, viz: 150 H. P. water power, 150 H. P. steam power, and 150 H. P. electric power.

It takes the water supply from a crib or well built in a sand and gravel bar situated in the Willamette river above the city. This bar serves as a filter through which all of the water has to pass before entering the distributing mains of the plant.

The first pump of the Salem Water Co. was set in place and started on October 21, 1871, by Mr. W. F. Boothby. From that time this company has served the public conscientiously to the best of its ability.

It is our ambition to make our plant a model of efficiency and by courtesy and good service to earn and keep the good will of the people of Salem.

**SALEM WATER, LIGHT & POWER
COMPANY**