

Salem Takes Place As Industry Center Of Upstate Oregon

From the earliest times of Oregon settlement, men have visualized the Willamette valley as a great industrial center. It was no accident that J. B. McClane started a mill in North Salem, for he was one of those that saw industrial possibilities in this country.

That development has come. But it has come so slowly that many people today fail to realize its significance. They continue to think of Salem as the center of a farming community, and the seat of Oregon government by accident.

But, if it were not for industry, Salem would be nothing more today than a straggling village. Take away the \$2,500,000 annual payroll of the Salem industries, and there would be precious little left for Salem's 30,000 population to subsist on.

True, Salem is not a 100 per cent industrial city, and it has perhaps avoided many ill-fated consequences that have fallen on "factory towns." Nevertheless, it is the largest industrial center in the state outside of Portland.

Raw Products Absorbed

This city's 25-odd industries mean more than a payroll to the community. They also absorb raw products of the Willamette valley and serve to draw millions of dollars into Salem via the cash register.

In the state of Oregon as a whole, 25.48 per cent of the people are employed in manufacturing and mechanics. It is safe to surmise that over one-third of Salem's citizens directly or indirectly owe their living to industry.

This condition of Salem is the latest of a series of developments that have transferred the community from an agricultural to industrial status.

When Salem was founded by the Methodist missionaries, there was only the sawmill and gristmill on the mill stream in North Salem. For the next 40 or 50 years, agriculture in Marion county and surrounding areas tended to concentrate on wheat. Consequently, whatever industry was found here was tied in with the wheat crops—and lumber.

Diversified Crops

Just before 1900, however, farmers began to see a light. They saw that wheat production in this valley was limited. Consequently, the cultivation of so-called "minor" crops sprang up—fruits, vegetables, truck gardening, among others. Thus began the real development of canneries.

In the same fashion, lumbermen who had been shipping out lumber began to divert waste and "pieces" into the paper market. The most recent addition to industrial expansion in this country came when fax was planted, thus boosting the production of linen mills.

Today, Salem products are shipped over the world. Paper of all grades has a world market, and Salem paper is especially popular in central Europe. The paper industry of Salem is, next to the canneries, Salem's largest export.

(The paper industry, incidentally, enjoys a very direct relationship with fruit producers. On the recommendation of the U. S. department of agriculture 10 years ago, fruit shippers began to wrap their products individually in oiled tissue paper. This process saves the fruit



Pioneer industrialist of Salem and closely associated with the development of Salem's water supply was R. S. Wallace (above), who took over the water company in the late 1880's. His son, Paul Wallace, is engaged in business here at the present time.

from a disease called "scalding," and saves several hundreds of thousands of dollars on spoilage.)

Salem Canners

In Salem alone, there are 10 canneries, with a payroll of \$664,500 and an output value of \$5,000,000. Many nationally-known brands have canneries here, and Salem is the recognized canning center of the state. These canneries are especially valuable because they absorb most of the fruit and vegetable production of Marion county.

A different situation exists in lumber mills. Whereas canneries tend to concentrate in Portland or Salem, lumber mills will be found wherever there is standing timber. They log from Lane county to Forest Grove with impartiality. Only in Portland is there any concentration, and that is because of shipping facilities.

Salem's chief lumber company is the Spaulding concern, with a retail market that extends over the northwest. There are others, however, in this city's trading area that contribute many dollars to the flow of commerce.

Of lumber, it might be said that in the future, exportation of paper will increase as the timber resources decline. Paper manufacturers want spruce and hemlock, while lumbermen want fir and pine. It is safe to predict that Oregon will probably follow in the path of Washington, where earlier and faster exploitation of lumber has depleted fir and pine. If this situation develops, Salem's paper industry will probably

Traditions Of Jewelry Firm Strong

A family tradition of jewelry merchandising rests in the Hartman's Jewelry store, one of Salem's pioneer firms.

The store has remained "in the family," so to speak, for over 50 years, although it has changed ownership once. Founded in 1886 by John G. Barr, where the First National bank building now stands, it would not be recognized today as one of the city's oldest merchandising concerns, for its modernistic design is perhaps unsurpassed in Salem.

It was in 1909 that R. W. Hartman came to Salem to work in the jewelry concern that was then operated by his cousin, John G. Barr. Six years later, in 1915, the brother, O. A. Hartman, arrived and the two brothers took over the firm.

Large Background

Behind these new owners was a tradition of skill and craftsmanship. The Hartman Jewelry store that their father, H. Hartman, opened in Ohio in 1876, is still being operated by another brother, C. S. Hartman. It was in this store, incidentally, that all of the Hartmans learned the jewelry business.

In 1909 the firm, then operated by Barr, was moved to its present site on the northwest corner of Liberty and State. There it has grown and prospered steadily until today it is recognized as one of the leading jewelry stores of the Willamette valley.

The store was remodelled three times to make way for improvements. This spring saw the most recent changes. In five weeks' time these improvements were made:

Points Listed

1. Indirect lighting, which permits a better selection of articles, and at the same time fits in with the general scheme of the interior.

2. A carefully-selected color contrast which features light wall colors and deep-toned display cabinets and trimmings.

3. Larger display windows with an open background, thus permitting the prospective customer to see not only the selection of articles on display but also the interior of the store.

As in past years, the store confines itself exclusively to jewelry of all sorts—fine blue-white diamonds, watches, rings, bracelets, clocks and interior pieces. Only leading lines are handled. Some of these are Ham, Ilton, Eigh, Waltham and Gruen watches; Towle, Gorham and Wallace sterling and plated silverware. R. W. and O. A. Hartman remain in charge of the store, assisted by four employes.

ly increase greatly within a few years.

Tradition in Wool

There is a peculiar historical flavor to the woolen mills industry of Salem. Woolen mills were established in Salem as early as 1856, chiefly because the wool production in the valley was growing too fast and same way of converting wool into cloth was needed. There has been little change in wool production of the Willamette valley. Even so, the Kay Woolen mills now ship cloth in wholesale quantities to the Atlantic seaboard.

The story of the first woolen mill in Salem, incidentally, bears retelling. Joseph Watt, Amity farmer and sheep grower on a large scale, came to Salem one day and persuaded his friends that an Oregon woolen mill was needed to absorb Oregon wool. Somehow, the needed \$25,000 was raised and the mill started after three years of prodigious effort. So hard was the money to obtain that the trade



Store Remodeled—O. A. and R. W. Hartman, proprietors of Hartman's jewelry concern, are pictured above in their newly-remodeled store.

name of the mill's products was "Hardtimes."

Salem has two linen mills, utilizing the fast-growing flax production of the valley. They have a market for twine and gill-netting, as well as bulk linen.

\$12,000,000 Output

All in all, Salem's industrial output is valued at over \$12,000,000—nearly 5 per cent of Oregon's total. Nearly 20 per cent of the Oregon paper output is manufactured in Salem and something like 30 per cent of Oregon's canning output is concentrated in the Salem area.

Salem is not a center for metal industries (although the Gerlinger concern in Dallas is one of Oregon's largest.) Nor is it a lumber center. It ranks as only "fair" in dairy products.

But as long as farmers grow flax, fruit, vegetables, hops and wool, and as long as spruce and hemlock continue to grow in Oregon woods, they will be industry in Salem. Industry and agriculture are necessary to each other in Salem, as elsewhere.

Washington Owner of Ship

That Abraham Lincoln almost came to Oregon as its first territorial governor is known to most Oregonians. That George Washington was also connected with Oregon history is not as well known.

Captain Robert Gray was the first white man to enter the Columbia river. That was on May 11, 1792. The ship on which he sailed was the "Columbia."

A letter from New Spain officials to the San Francisco garrison commandant in 1787 (on Gray's first trip to the west coast) instructed as follows:

Welcome Stranger!

"Whenever there may arrive at the Port of San Francisco, a ship named the Columbia said to belong to General Washington of the American States, under the command of John Kendrick which sailed from Boston in September, 1787, bound on a voyage of Discovery and of Examination of the Russian Establishments on the Northern Coast of this Peninsula, you will cause said vessel to be secured together with her officers and crew."

Judge Carey, in his "History of Oregon," denies that Washington was in any way connected with the vessel, and cites the Nootka Sound manuscripts to prove that the mistaken assumption was held by many Spanish officers.

Gallant Captain Drapes Natives

Early fur-trading sea captains may have been tough—but they had their gallant moments.

A number of Sandwich Island women were abducted on the Vancouver ship "Discovery" by Captain

Baker. When they reached Nootka, Captain Vancouver's sense of modesty prompted him to have clothes tailored for them. These were something like riding habits.

So well did these brown-skinned ladies learn European refinement that, says Vancouver's narrative, "she would take as much care not to expose her ankles as if she had been educated by the most rigid governess."

Pioneer Blood Strong In Oregon Settlers

Despite the strong non-slavery feeling in early Oregon—a feeling which ultimately predominated and made Oregon a union state—a remarkably large percentage of pioneers were from southern or frontier states. A compilation by J. Henry Brown in 1876 shows that nearly a third of the pioneers came from Mis-

souri alone, and that Virginia contributed 29; Kentucky 29; Tennessee 33; Maryland 7; Alabama 2; Arkansas 3; North Carolina 3; Georgia 1. Missouri's 68 emigrants led all other states. Other totals: Connecticut 7; Delaware 1; Illinois 47; Indiana 31; Iowa 12; Michigan 3; New York 35; Ohio 50; Pennsylvania 21; Vermont 7.

From these estimates, it may be judged that 240 pioneers came from non-slaveholding states and 194 from slave states. Almost a third left their homes in the old northwest.

Foreign Contributions Listed

Foreign countries contributed as follows: England 22; Ireland 8; Scotland 3; Germany 11; Canada 12; Russia 1; Austria 1.

Commenting on this situation in an Oregonian editorial of 1877, Harvey Scott could say: "This community of the Pacific northwest has a very pronounced individual character; and that character, with certain modifications, is what was given it by the pioneers. The early citizens of Oregon were of two distinct classes—frontiersmen and agriculturists from the southern and western states, and tradespeople from New York and the New Eng-

land states. The former were in reality the pioneers and the latter were the commercial adventurers who followed them. . . . The southern and western people . . . from the beginning have been the ruling force in the country, furnishing the models for its political, social and religious life, giving tone and character to its civilization. Like the people of Ohio and Indiana, we are a transplanted southern people modified by different surroundings and a different climate, by social equality unknown in the south and by a more general education."

Average Means

The Oregon pioneer was of average means—not rich and not poor. There was little in the state to attract capital, and those who did make the trip were usually men in the prime of life who were familiar with hardships and opposition. Many of them had led the vanguard of the pioneer movement into Missouri, Indiana and Kansas. Others were descendants of the Boone era of pioneers. (A grandson of Boone came to Oregon via the Applegate trail in 1846.)

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Tax Troubles

Early Government Collects \$8000 in 3 Years

While the provisional government of Oregon functioned, from 1843 to 1848, its total expenses ran to \$23,000. Today this might not sound like much money, but in the light of tax-raising difficulties of that time, it loomed large.

Best available records show that the provisional government, during those six years, probably did not take in more than \$8000 from taxes, licenses and fees. The remainder was made up by scrip and warrants of indebtedness.

The legislative committee in 1844 placed a tax of .00125 on all kinds of property except farms. Despite the increase of this to .0025 one year later, and the placing of a 30-cent poll tax, the income of the government was always unstable.

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