

A. M. WILLIAMS & CO.

The Dalles has long been recognized as the center of industry and commerce in Eastern Oregon. Among the establishments that especially contribute to her prominence is that of A. M. Williams & Co., dealers in foreign and domestic dry goods, notions, clothing, hats and caps, furnishing goods and shoes, whose salesrooms are at 154 to 162 Second street. In 1888 this enterprise was inaugurated and met with immediate success. Each year has seen the trade volume increase and the hold upon public favor grow firmer, until to-day the patronage comes from all parts of the Inland Empire. The premises occupied consist of a substantial brick building 78x100, two stories high. A representative of the Times-Mountaineer was shown



FRONT MAIN STORE.

over the large and elegant establishment by the junior member of the firm, Mr. Ed. M. Williams, who is the great motive power of the concern. He is the personification of energy, of promptness, and of versatility. He has a genius for management, understands the markets, and is so in touch with the people that he anticipates their wants and supplies them with an instinct that never errs.

Their main dress section, under the management of Frank Cram, ably assisted by a number of clerks, who take pleasure in showing the rare attractions offered by the firm, is replete with the latest dress goods, the finest products of the best looms of the largest factories. Here the delighted lady customer can revel in the contemplation of fabrics of every shade and hue, of every pattern, the latest products of specialists in all departments. Then there are the corset and hosiery department, under the management of Miss Elizabeth Schooling, in which are to be found, among others, such standard brands as "Royal Worcester," and "P. N." corsets, and "Peerless," "Y. S. F." and "Matchless" hosiery. The fancy goods department is in charge of Miss Annette Michel and Miss Jennie Young has charge of the notion department. The cloak department is under direct charge of Miss Story, and judging from the crowds of handsomely dressed ladies that throng this department from day to day, it is among the most popular ones of this large institution. On the left of the main entrance is located what is perhaps the largest and most complete line of gentlemen's furnishing goods in the city. A casual observation shows the judgment and taste displayed in its selection, the key note of which is fully expressed in the words "Up-to-date." On the upper floor, which is reached by ascending a wide and spacious staircase, is located, among others, the clothing department, in charge of F. D. Sampson, and I am satisfied they can fill the wants of any possible customer, as the selection runs from that adapted to four year old children to that adapted to the largest sized man, as they are the agents for the "Pickwick" brand of right shape clothing for odd shaped men. It has always been their aim to keep three things in view in selecting lines, and these are durability, style and fit. On this floor are also to be found complete lines of trunks and valises, draperies and portiers, and also hats and caps. Of this latter line we can only say it occupies more space than the ordinary hat store, and includes many of the well-known makes, such as Stetson's and others. Their shoe department is on the main floor, and comprises all sizes, styles and grades of ladies' and gentlemen's boots and shoes, also a very large assortment of rubber goods. Mr. A. L. Good has charge of it, and is assisted by several competent clerks. It requires twenty-five people to handle the immense stock under the roof of this store, and wait upon the customers that daily crowd the building. The firm has built up a large trade and it is constantly increasing. It may also be mentioned that the firm has a large mail order department, under John Wigle's management, which has grown to such dimensions as to demand the exclusive services of several clerks. The country customer who cannot come to the city to purchase goods can, by sending a mail order to the firm of A. M. Williams & Co., have the order conscientiously and satisfactorily filled. People have often expressed astonishment at the extremely low prices, almost passing belief, at which this firm sells first-class goods. The explanation is easy—the firm of A. M. Williams & Co. deals only with the best factories and importers direct, are wholesale as well as retail dealers, and buy strictly for cash. They are therefore in a position to offer their customers the best articles in their line at the lowest prices, and this is the secret of the firm's wonderful popularity and success.

MANUFACTURIES.

As yet but little attention has been given to manufacturing in Wasco county, it being confined to a few flouring and lumber mills. This is owing, not to lack of facilities, but to the fact that local capitalists who have the means to establish manufacturing industries have their capital tied up in other enterprises that are bringing them good returns, and to the fact that no foreign capital has yet been induced to invest here. Nevertheless the facilities and natural resources are such that The Dalles is destined some day to become the greatest manufacturing center in the northwest.

The immense amount of wool received here naturally suggests that it would be an excellent location for a scour-

ing mill. There is every year received in The Dalles from 7,000,000 to 8,000,000 pounds direct from the growers, and a wool scouring plant located here would handle the greater portion of it. And no other city on the coast offers greater natural advantages for the establishing of woolen mills than The Dalles. With millions of pounds of wool to select from, the manufacturer would be able to choose the choicest fleeces to be worked into cloths, and would never be placed at the disadvantage of buying wools not suited to his use. There is also a splendid field here for a wagon and carriage factory. The climate is especially adapted to seasoning timber to be put into wheeled vehicles, and there would be a market at the very door of the factory for its output. The same is true as to a factory for making plows, harrows and seeders. A broom factory would no doubt be found a paying investment. Broom corn of fine quality can be raised throughout the surrounding country, and a factory to manufacture the straw into brooms would as soon as established find sufficient raw material on which to operate; and a soap factory would be readily supplied with raw material and a good local market for its output. One of the most pressing needs of The Dalles in the line of manufacturing industries is a fruit and vegetable cannery.

Markets for green fruit are such that the fruit raiser often finds himself with a large stock of perishable fruits on hand just at a time when the eastern markets are dull, and this fruit could always be held at a price that would be profitable for a cannery to handle. Such an industry could be established with a capital of \$10,000, and would be supplied with vegetables on which to operate as early as May 15th, and could run steadily until late in the fall.

The natural facilities for manufacturing at The Dalles are cheap freight, this place having terminal rates both east and west, the rate either to or from the Atlantic coast being the same from The Dalles as from Portland, Seattle, Tacoma and San Francisco; cheap fuel, fir wood, in large quantities, being supplied at two dollars a cord, and be-



SHOE DEPARTMENT.

issues excellent coal has been discovered within three miles of the city that will ere long be developed; and the low cost of living here makes it possible to get labor at low wages. All these favorable conditions offer unmistakable inducements for the investment of foreign capital in manufacturing industries and cannot be overlooked.

THE CLIMATE.

The climate of Wasco county is delightful, as is shown by the article furnished by S. B. Pague for this issue. The seasons are distinctly marked, but run neither to the extremes of heat nor cold. The west wind, sweeping down over the Cascades, reaches us laden with the odor of cedar and pine, making it of peculiar benefit to those who are troubled with weak lungs. Generally the climate is considered a remarkably healthful one. It is not true that we had to import a corpse to start a graveyard, but it is true that persons do not die often—not more than once. Many who find life unbearable in the wet climate of the coast, find relief at once on coming to the dry climate of Eastern Oregon. Another peculiarity is that diseases absolutely refuse to become epidemic. Diphtheria comes; it is an isolated case. Scarlet fever; it claims seldom more than two subjects, and neither is often fatal. Several times within the past thirty years smallpox has found its way here, but in nearly every case it was confined to the person who brought it, or, at the worst, to those who were in the house with him. The death rate shows that the percentage is as small here as anywhere in the United States. The nights are always, as elsewhere on the coast, cool and conducive to refreshing sleep.



INTERIOR MAIN STORE.