

Dr. W. L. Mercer.

Long before the time the wise men came from the east to worship the infant Messiah, tradition has taught that only from this source would the rich lore of wisdom be derived. History has furnished many examples that tend to overthrow this belief, yet so strong has been, and is, its hold upon the people that any new theory which hails from the land of the setting sun has to fight its way against greater odds than if it had its inception and development in the orient, or in the eastern states of our great commonwealth.

To this present period of evolution we find the promulgation of the science of osteopathy, a science which only a few years ago was known to comparatively few outside the close associates of the great man, A. T. Still, the founder.

Now it is known and being practiced in every state in the union, having been legalized by the legislatures of a majority of the states, in spite of the large number of medical men who have tried every means to prohibit the practice.

Osteopathy is the scientific adjustment by mechanical manipulation of the abnormal conditions of the human body, based upon a thorough knowledge of the structure and functions of the organs of the body, and because of such knowledge, as well as the ability to locate and adjust the abnormal, cure is effected.

We want to call your attention to Dr. W. L. Mercer, osteopathic physician, located with well-appointed offices in the Bryman building. Dr. Mercer is a graduate from the American School of Osteopathy of Kirksville, Mo. Since his establishment in Salem he has built up a large patronage among our best business and professional people, and has demonstrated to many of our prominent people the merits of osteopathy and can show testimonials from the most reliable people of this vicinity where chronic cases have been cured after everything else but osteopathy had failed. His office equipment is not to be surpassed by any in the west, and he is fully prepared to treat any and all chronic cases.

Stensloff Bros., Butchers and Packers

Meats are among the important of the food commodities, and where and from whom to secure them in a fresh and wholesome condition is always a matter for serious consideration. The large and modern meat market owned by F. W. and W. H. Stensloff, which is located at the corner of Court and Liberty streets, offers to the public the choicest selections in fresh meats at the lowest prices, also salt and smoked meats, fish and game in season.

The manner of slaughtering and curing is directly under personal supervision. This method insures the securing of healthy cattle, and patrons are thereby constantly provided with reliable means of obtaining prime quality, and they are able to guarantee to their patrons the most wholesome and freshest products.

Every facility to be found in a first-class meat market is possessed, purity being maintained by the constant presence of neatness and thorough cleanliness.

This enterprise dates its inception from 1892, since which time it has constantly built up a large and ever-increasing business each year. The quarters occupied are large and well equipped for the operation of this line of industry, while the interior is arranged and decorated in such a way as to compel the admiration of the general public. Eleven people are employed by this house, and the service is first-class in every respect. This market supplies a prompt, courteous and efficient service and justly merits the recognition so generously accorded it. The management is to be commended for their determination and enterprise to supply the community with the best of market conditions, and the generous patronage which they enjoy and which is increasing daily is a proof of popular appreciation of these superior facilities and wide-awake methods.

Trover's Crouse Studio.

From the crude daguerreotypes of our grandfathers' time to the variety of beautiful photographs which may be found in the modern photographer's studio is a long step. The excellence which has been obtained in the photographic art is one of the most notable examples of the world's progress within recent years, and in our city there has been no lapse along this line, our photographers being quick to discern and appreciate whatever is best and newest in art.

A studio whose growth is identical with that of Salem, one that we take great pleasure in calling the public's attention to, is the one owned by Mr. H. D. Trover, known as Trover's Crouse studio. This studio dates its inception from 1892, during which time it has established a reputation for fine portraits which show mas-

terly treatment in every detail. The studio is located over Barnes' Cash store, and is equipped with the latest and most improved appliances known to this line of business. The reception rooms and parlors are elegantly fitted up for the comfort and convenience of patrons, and in fact nothing is lacking to make this one of the finest studios in the state.

Mr. Trover is considered an authority in the art of photography and the large patronage enjoyed by this studio fully demonstrates the fact that the work is of a high character and most satisfactory.

Mr. Trover and his skilled assistants know thoroughly how to find and bring out the best points of their subject, and their posing is one of the strongest features of their work. The name "Trover's Crouse" is a synonym for artistic success, and the patronage of this studio is of a character which years of adherence to high standards naturally brings.

Fletcher and Byrd.

Standing out prominently among the commercial interests of this city is the business operated by the above named firm, located at 312-320 Commercial street. The firm of Fletcher and Byrd are dealers in all kinds of seeds, plants, bulbs, poultry and bee supplies, paints, oils and brushes. They are also extensive dealers in hay, grain, flour and feed and are fully prepared to meet all demands in their different lines.

Their product is put upon the market at prices as cheap as the cheapest, and their method of doing business meets with the approval of the general public. They keep on hand a large stock at all times and are fully prepared to accommodate their patrons and render them excellent service. The house is extensively known throughout this section and has a reputation for fair and honorable dealing with the public and can be recommended to all who stand in need of anything in their line. They always give patrons the lowest pos-

sible prices on all orders, no matter how large or how small, and all orders placed with this firm will receive immediate attention and be promptly filled.

Nothing is left undone which will add to the popularity of the institution, and no pains are spared at all times to satisfy their many customers. Their phone number is 156 Main, and all orders received over the phone will be given prompt attention.

O. L. McPeck.

One person's misfortune or necessity is often another's opportunity, and one of the many results of this theory is the second hand store. The establishment conducted by Mr. O. L. McPeck, located at 170 South Commercial street, offers to housekeepers bargains in new and second-hand furniture and sundry articles of household equipment at a very reasonable consideration.

There is always to be found in the furniture line a collection of bargains which always appeal favorably to the prudent housekeeper, being in appearance and utility all that can be secured in a new article at two or three times the price. Mr. McPeck is prepared to offer the highest price for second-hand goods and will cheerfully furnish information to those desiring to sell. This establishment provides money-saving opportunities and can be classed among the popular mercantile houses of Salem. Mr. McPeck is a conservative and enterprising business man, and is meeting with marked success.

Goodale Lumber Company.

Among the many industries of Salem that deserve special mention in this industrial edition is that of the Goodale Lumber company. Mr. J. C. Goodale, Sr., is one of our old pioneer lumbermen, and has been con-

nected with this line of business for more than forty years.

From the Goodale Lumber company property owners, contractors and builders can secure their every need in the building line, promptly and at satisfactory prices. Promptness in the execution of orders and in all business matters is characteristic of this company, and those who have had business relations with them give cheerful testimony to the fact that they constantly endeavor to please and are ever watchful of the interest of their patrons in every way.

The active management of the business falls upon Mr. J. C. Goodale, Sr., who ranks among our most enterprising citizens and business men, and his pronounced cordiality fosters relations conducive to the best mutual interests.

I. W. Jorgensen.

The trade of the blacksmith is one which requires particular application and training if the person engaged in it intends to make a marked success. It is along the path of study and application which has enabled the above named gentleman to build for himself the reputation which he enjoys as a modern blacksmith and scientific horseshoer.

Mr. Jorgensen is a practical man in this line of business, and conducts the most modern and complete establishment of this kind to be found on the Pacific coast. His place is located at 150-156 High street, and is equipped throughout with the latest and most improved appliances known to this line of industry. He makes a specialty of horseshoeing and vehicle rubber-tiring. His plant is operated by electric power, and only skilled workmen are employed by him, and the public can always depend upon first-class work at this institution. Mr. Jorgensen has had eleven years of experience in this line of business, and his ability as an expert workman is fully demonstrated by the large patronage he enjoys.

Salem Brick Yard.

Located about one and one-half miles east of the business portion of the city is the Salem brick yard, owned by Mr. A. A. Burton. The product manufactured at this yard is a brick which for building purposes is unsurpassed for its quality and durability.

The enterprising spirit of Mr. Burton, supplemented by nature's own choice, has given this yard a location most suitable for the line of industry. The beds of clay which nature has formed and the excellent facilities employed in the manufacture of this product is of the greatest importance to the building trade of Salem and this vicinity.

This yard has an output of about two million brick annually, which is sold throughout this section of the country for the building of the most substantial structures. Mr. Burton has furnished the brick for some of our most substantial buildings, both private and public, and in every case his product has given perfect satisfaction. Contractors and builders throughout this section speak of the Salem brick in the most complimentary terms.

Mr. Burton is prepared to furnish brick in large or small quantities, and will make pressed brick to order, and anyone who deals with the Salem brick yard can rest assured that all business will be placed upon sound and legitimate basis.

Then if the saying be true—patronize home industry—none deserves the patronage more than the Salem brick yard. Mr. Burton is a gentleman who believes in the future of Salem, and his enterprise with its wonderful productions is of the greatest importance to our city and this community.

Salem Cigar Factory.

Where a cigar is made, by whom and amidst what surroundings are

CHAS. K. SPAULDING MILLING CO.

An Industry of great importance to Salem, One That Reflects Credit Upon This Vicinity.

When one considers the great strides taken during the past quarter of a century in both the manufacturing and marketing of lumber, he must admit that not only have the country's natural resources been great factors, but that the indefatigable energy, foresight and absolute confidence of the business men engaged in the line have formed a solid and substantial growth.

Salem is proud to number among her large manufacturing industries that of the Chas. K. Spaulding Milling company, which ranks among the largest industries of its kind in the northwest. The business of this enterprise since being under its present management has steadily increased until now they manufacture and market their product on an immense basis. The plant is a modern structure, around which a commodious wholesale yard, stocked to repletion with lumber of every grade, contributes to the trade of all the surrounding states and middle west. New and modern machinery is constantly being installed to increase the capacity of the plant, which is now 75,000 feet per day. A continual supply of the finest of logs is always on hand, and each department is thoroughly systematized, which guarantees perfect harmony among the employer and employees.

Necessarily the management of such a huge enterprise has given a great deal of thought to the perfecting of a system for the successful operation of the business, and the one now in use seems perfect in every detail. The office affairs come under the management of Mr. S. S. Hunt, an enterprising young gentleman of much ability who has assisted much in the growth of this industry. Mr. O. L. Townsend is the yard foreman, and Mr. M. B. Brown is the millwright, both of whom are gentlemen of vast experience in the lumber business. Mr. Spaulding, the executive head of the enterprise, is a gentleman well known throughout the western states, and his efforts to help utilize Oregon's vast amount of timber is highly appreciated by the citizens of the entire state.

In addition to this mill, the Chas. K. Spaulding Milling company also operates plants at Newberg, Dallas, Independence and McMinnville, at which points their facilities for manufacturing lumber of every sort are most modern, while their logging interests are immense.

Employment is given to eighty-five people at the Salem mill, which is the direct cause of many thousands of dollars being put into circulation throughout this vicinity. The Chas. K. Spaulding Milling company is a source of revenue to many homes in this city, while the industry stands as a monument for the manufacturing interests of Salem.

Baker, Lawrence and Baker.

There is no line of business requiring more able representation in a community than the grocery line, and dealing in this branch of business we have a very prominent firm known as Baker, Lawrence and Baker. They are located at 197 South Commercial street, and carry on hand a very comprehensive stock of both fancy and staple groceries, crockery and plateware, a specialty being made of cigars and tobacco.

The firm does both a wholesale and retail business, and they have spared neither pains or expense which will add to the attractiveness of their establishment and the convenience of their patrons, having everything thoroughly arranged in such a way as to give the best of satisfaction. Customers of this store receive prompt attention and courteous treatment. The management is business-like and systematic, while the prices quoted on all goods are of uniform rank.

The house is an old established one, and the fact that many of their customers are of years' standing is a demonstration of their fair dealing and careful attention to their patrons' needs. Besides dealing in groceries, the house also handles feed, oils, etc., and keeps wagons in operation for the purpose of delivering goods free of charge, making the service first-class in every respect. This is one place at which you may always be assured of receiving pure and wholesome goods, and the customers of Baker, Lawrence and Baker will always receive fair and honest treatment.

Salem Iron Works.

Among the large industries of Salem, one that the city may well feel proud of, is that of the Salem iron works, located at Front and State streets, and owned by Messrs. Shand and Marcus.

Their plant is large and well

equipped for the various lines of work executed by them, embracing foundry work, blacksmithing, general repairing and numerous other branches. They are manufacturers of all kinds of sawmill machinery, hop and fruit drying stoves, which have a ready market throughout the section of the country.

The popularity of their goods is demonstrated by the increasing demand, which speaks volumes in praise for this industry. They employ only skilled workmen, and every job executed by them is guaranteed to give perfect satisfaction.

This enterprise has a large and growing field, and its future prospects glow with promise, and it is fair to become one of the largest industries of its kind in the west.

B. E. Edwards.

Honesty is the best policy, and when assisted by energy is ever instrumental in centering upon an institution the trade of a community which rapidly grows into enviable proportions. This is fully demonstrated in the establishment of B. E. Edwards, who conducts a modern and up-to-date meat market at 113 1/2 East State street.

This establishment is a model of neatness and is well equipped for the operation of this line of business, and is always supplied with the choicest meats of all kinds, both fresh and cured. Patrons of this shop can always depend upon getting the very best at all times, and a child can buy as well as a grown person. The prices quoted at this popular market are always reasonable, and both Mr. Edwards and his clerks are courteous and obliging. Mr. Edwards is among the young and energetic business men of Salem, and his reputation as a business man and as a citizen is very high throughout the community.

J. W. Harritt.

To deal right in the handling of groceries and provisions means the possession of no small amount of ability and energy, these goods being such that much attention is required to secure the right goods at the right time, so that they may be sold at uniform prices.

A gentleman who gives very close attention to the handling of the best to be found in the grocery line is Mr. John W. Harritt, who conducts one of the leading grocery stores of Salem. The stock of goods carried by Mr. Harritt comprises everything that is to be found in a first-class establishment of this kind. Mr. Harritt is a gentleman that is well known to the citizens of Salem, and his honorable business methods have won for him a large patronage throughout this vicinity. He is public-spirited, and is always found with pocket-book in hand, ready to help with any public enterprise that has for its object the advancement of Salem.

W. T. Rigdon.

Death is the end of all things, and to this end we must all come sooner or later. There is no one but what wants to have his friends and relatives laid away in their last resting place in a decent and respectable manner, and the men who are in charge of this line of work must be men of honor and must have a thorough knowledge of the business.

A gentleman who ranks very high throughout this community as being a good and reliable undertaker and embalmer is that of Mr. W. T. Rigdon, whose establishment is located at 456 Court street. Mr. Rigdon is prepared to perform his duties in this line of work in a reliable and satisfactory manner, and his ability as an undertaker and embalmer has long been demonstrated throughout this vicinity. He is reasonable in his charges and his services are highly satisfactory.

S. A. Manning.

Located at 119-125 Liberty street we find the large implement house of Mr. S. A. Manning, who is successor to F. A. Wiggins. Mr. Manning handles a large and complete line of implements, machinery and vehicles of all kinds, all of which are the productions of the leading manufacturers of the country, and are such as will stand the test, and are guaranteed to be just as represented and never fail to give perfect satisfaction.

The quarters occupied by Mr. Manning are large and well arranged for the operation of this line of business, and his stock is always shown to a good advantage. The farmers of this vicinity can always find what they want at this establishment, and at prices that are most satisfactory. Mr. Manning is deserving of a large patronage, for he is honest and reliable in all business transactions.



OFFICE OF DERBY & WILLSON.

GIDEON STOLZ COMPANY.

One of Salem's Leading Industries. With what rapidity Salem is becoming a manufacturing city and how rapidly she is coming to the front in all departments of industrial activity is strikingly illustrated by a study of the many forms of industry to be found in our midst.

An industry that reflects great credit upon Salem, one that has gained a wide reputation for the superiority of its product, along with the high character of its operations, is that of the cider and vinegar works of Gideon Stolz company. The quarters occupied by this industry are large and commodious, while the plant is equipped throughout with the latest and most improved machinery known to this line of trade.

Besides the manufacture of cider and vinegar, they also put up assorted jelly and fruit butter which has an splendid reputation for its purity and excellent quality. As a consumer of raw material grown in this locality this enterprise takes first place, and its benefit to Salem cannot be over-estimated. The demand for their goods has from year to year increased until now they control a grade that any institution might well feel proud of, with constantly growing shipping trade. Their reputation with the public has been, and is now, one of honorable dealings, for their constant aim is to please and accommodate their patrons and give them value received for every dollar that is spent with them. They also own and operate one of the largest soda plants in the state, and that their efforts to please the public in this line are appreciated is fully demonstrated by the large patronage they enjoy.

Mr. Gideon Stolz, the executive head of this enterprise, is a gentleman widely known in business circles for his executive ability, prudence and strict integrity.

questions which, if satisfactorily answered, have a direct bearing upon its demand and consequent sale. This is especially true since there are a great many cigars on the market that could be improved upon from a sanitary standpoint.

The Salem cigar factory, owned by Mr. August Huckestein, affords the most favorable conditions for the manufacture of his popular productions. Mr. Huckestein established his business some seventeen years ago, since which time he has built up a large patronage throughout this section, each year bringing an increased demand for his goods. His cigars are of a superior grade, made by union workmen and well paid labor, and are free from stems or dirt. They are made from first quality tobacco, well selected, thoroughly seasoned and are hand-made. In material and workmanship they contain all the elements of high grade productions. The output of the plant reaches \$25,000 a year, which is disposed of to the local dealers.

Among the different brands manufactured by Mr. Huckestein may be mentioned the Taahmo, La Corona and Our Champion. These brands have a wide reputation for their superior quality and excellent flavor, and the demand for these goods are so great that it requires eight workmen to produce the amount used by the local trade. The quarters occupied by this industry are located at 125 Commercial street, second floor. The equipment of the factory comprises everything that it takes to operate to cigar factory on a large scale.

Mr. Huckestein is one of our progressive and enterprising business men, honest and fair in all his dealings, ever ready to contribute his share toward any movement tending to the advancement of the city's interests.