

more money for legitimate development. You will find men who will give you the banks of Oregon have ample funds for all needs. I want you to know that this is not true; that Oregon itself could use \$50 for every one that is available. If there was an abundance of money the interest rate would not be over 5 per cent. Money is like any other commodity, its value is absolutely fixed by the law of supply and demand.

We do not believe that money should be hoarded by people, but that every available dollar should be put to work in legitimate enterprises earning good rates of interest, developing the latent resources of the state and bringing peace, happiness and contentment to her communities. We do not believe that Oregon money should be invested in any security or enterprise outside of Oregon until the needs for money in this state shall have been met. Any system that permits Oregon money to be drawn on and used by financial centers outside of this state we believe to be wrong in principle and practice.

Every financial institution of this state is growing under the impetus of the state's growth, and yet the state's growth would be much more rapid if the banks had better facilities for accepting and handling the business that is offered. In other words, better facilities in this sense simply means more capital. So that it is now all important that each of us do our full part, small though it may be, towards inducing new capital to seek investment in this great Oregon country.

Every part of our common country is enjoying a wonderful prosperity, and there are millions of dollars not only ready but anxiously seeking safe investments, paying an adequate interest, and the solution of our problem, if problem there be, is to educate and convince the owners of these millions that investments made in Oregon will pay them more, and at the same time be safer, than the same class of investments made anywhere else.

I believe in Oregon and in her great future, and no man can study this state without becoming amazed and awed by the infinite variety and richness of her resources, nor will the longer doubt that the keen eyes of shrewd financiers are beginning to see them.

Oregon is just in the bud, and no more brilliant and beautiful rose will ever open and expand on this continent.

Civic Improvement as a Factor in Development.

From the first organization of village improvement work in Stockbridge, Mass., the enthusiasm of village people in New England has been directed towards a common endeavor to make home life more attractive. In these recent years the same impulse has extended to the Pacific slope. Here in the Willamette valley, where every prospect pleases, except where the indolence or inefficiency of man has made it vile, it is perhaps difficult to realize why no greater advance has been made. Oregon has made such material strides that we unthinkingly demand the same progress in other directions. We forget that instead of a small holding a farmer in Oregon has a large acreage to be improved and that town lots are laid out on an ample scale. But if the obstacles are great, so also is the reward of diligence. It is possible to make of any valley town an ideal of attractiveness that will invite the stranger to make his home with us.

It is said that the Columbian exposition did more for the improvement of the Mississippi basin than a generation of lecturers could have accomplished. Last summer we had a similar opportunity in Oregon. This is, then, the time to discuss the subject in a personal way. We must give a stimulated civic spirit opportunity to put into practical use the desire for better surroundings. It is by the homes that we gauge the social conditions of a country. Whatever goes to the shaping of habits and mode of life is of vital importance. It is the duty of society to surround every boy and girl with an environment that shall insure the development of law-abiding citizens. "Success" says there is a protective power in a lofty aim. In no limited sense the work of civic improvement is fundamental. With little legislative machinery, it is free to suggest and to awaken greater possibilities. It is neither of the schools or of the courts, but it is behind those agencies; working by no compulsion, it arouses the higher instincts and leads to free-will service in public life by example rather than precept.

In Forest Grove we place ourselves on record, not as having already attained the ideal, but as moving forward, although slowly, toward better civic life. We give a few methods by which we have tried to realize

the ambition every right-minded citizen has for the place where he makes his home. We began in an open meeting of citizens called together by the mayor to discuss what could be done for the improvement of Forest Grove. Before the first meeting adjourned some of the citizens had pledged themselves to begin the next day, each over against his own house, by trimming trees, burning rubbish, and repairing his sidewalk. More than money, the co-operation of every man, woman and child was desired. The Civic Improvement society is the one organization with a membership and interests irrespective of sex, politics, or religion. The purpose of the society is, as stated in the constitution, "To improve and beautify the city of Forest Grove; to aid in keeping the streets, sidewalks and public places neat; to do anything that shall add to the attractiveness of the city, and the beautifying of homes; and to promote community life." Standing committees delegated with the more important interests report occasionally before the executive committee, and in open meetings. Expert workers and popular lecturers have been invited to address the citizens; prizes have been offered school children; rose shows and citizens' suppers have been held, and a free reading and rest room is maintained by the society for the use not only of the citizens of Forest Grove, but for people from the surrounding country. These are some of the ways we have been of service.

The reflex influences are not easily estimated. In other ways than have already been suggested the contagion of a good example has manifested itself in improved lots, and pleasanter homes; new houses of pleasing architecture have been erected; school buildings have been enlarged; new industries developed. As the Civic Improvement society is purely an advisory body, there is no progress but by free-will service of the citizens. We point with pride to the fact that we have no revenue by special licenses for public improvements.

The sense of personal responsibility as manifested by the citizens in their care for homes and business houses is the most hopeful indication for a more beautiful Forest Grove. In any community disorderly conditions result from indolence and carelessness rather than deliberate intention. All civic improvement work is educational; it may even be called a missionary enterprise. It must work from the foundations; conditions in general must be bettered before the aesthetic sense is developed by any appreciable extent. It must be remembered no city can be improved in any large way while details of neatness are neglected. An eastern artist maintains that color blindness is the result of arrested moral development. Not to realize some of the disorderly conditions is little short of crime. To allow one's own yard to be so untidy that it is an eyesore to neighbors is selfishness of an almost hopeless type. It avails but little to keep down thistles and other weeds in a lot when a neighbor allows the winds of heaven to distribute seeds from his own neglected garden or adjacent lawns. It takes time to keep these ill weeds in subjection, and for this service we should train the children who are often more active than their parents. Organized bands of boys have made clean streets in many cities. Until the conscience of all the citizens is alert there can be no complete reform. In municipal betterment even one transgressor destroys much civic beauty. Affiliation with the National Civic association keeps civic improvement workers in touch with all plans that pertain to the betterment of the people. Frequent clipping sheets are sent out as a clearing house of methods.

The impetus to manifold improvement has influenced industrial corporations not only in factory betterment on welfare methods, but also the "factory beautiful." Every detail that adds to the comfort is arranged on the theory that all such influences improve the quality of the work of artistic development of a city. Railway companies also lend their aid. Some companies offer prizes for improved grounds; others maintain neat and even artistic surroundings. If pressure could be brought to bear upon the Southern Pacific company to expend even a minimum of their surplus earnings in bettering the stations, what an advertisement such an improvement would be for our valley towns.

The health of a commonwealth is one of its important assets. Clean streets, good sewerage, pure water, are economic factors in municipal life. Over the first free public bath house in America is inscribed, "The health of the people is the beginning of happiness." Whatever pertains to the good of the people through these basic factors are legitimate objects of civic improvement work. The first inquiries about a place are the character of the schools and churches,

the class of citizens, and the condition of the town. Whatever tends to develop these agencies is the best advertisement a community can offer. In the struggle for pre-eminence only those towns with fittest conditions will take the lead; neglect of opportunities for higher development will bring defeat in the race.

The wideawake merchant is not slow to perceive that a fine building brings trade; if he is a market man he knows that goods away from dust and flies can call customers to his shop, and that he can sell his vegetables twice as quickly if neatly arranged. Beauty has always a market value to a discriminating eye; or in another phrasing, "There is a money value in neatness." A piece of real estate offered in vain found a ready sale at double the price when cleared of rubbish. As a commercial asset aesthetic development has a practical value that would seem chimerical if it had not been tested. But even if there were no other value in aesthetic surroundings, whatever sweetens life, and makes it more truly worth the living should be cultivated. It is after all one of the strongest claims for civic improvement that it gives emphasis on the right value of things.

The advertising pages of our Pacific coast magazines show what value promoters and stock brokers place upon schools and other helps to advanced municipal life as influences to determine investors. A good view, lots in a section with paved streets, cement sidewalks, oiled roads, are all used to invite home-seekers. In the Willamette valley with its scenic charms when development has joined forces with improvement under the improved social conditions they will bring, we shall expect the same enthusiasm which impresses every one who visits southern California. The capital stock of a city is the enthusiasm and energy of its citizens. When a stimulated civic spirit has done its perfect work in Oregon we shall have cities of beautiful homes and noble citizens.

It is not so far a cry from industrialism to aesthetic development as some would suppose. Already the synthesis is begun. Industrial corporations are enlisted in the cause of civic betterment; the press and popular fiction are powerful awakeners of conscience. In these times of tremendous peril there are nevertheless great hopes. We must not be content until we see beauty in the home, the school, the shop and the street. It is only then we may rejoice in our work for civic improvement.

Harriman Lines in Oregon.

The development of Oregon following the successful termination of the Lewis and Clark fair has been most remarkable in its resultant scope and extent. Millions of dollars of eastern capital are flowing into the banks of the northwest for investments in all lines of business enterprises, and our state industries and resources are being developed with rapid strides. Add to all this the appropriation and placing in circulation of over twenty million dollars which the Harriman lines are spending for construction of new roads in the state, for renewal of roadbeds, laying new steel, replacing wooden bridges and trestles with steel structures, supplying modern locomotives and equipment, approximately 65 per cent of which amount is being expended in labor, coupled with the fact that crops of all kinds are excellent both in quality and quantity, and it is easy to be seen that the people of this state are in the midst of an era of great prosperity.

The Harriman lines in Oregon consist of the Southern Pacific company, O. R. & N., Columbia River & Oregon Central railroad, Columbia Southern railroad, and Ilwaco Railway & Navigation company, covering a total of 1,916 miles.

The new roads projected to be built in this state, for which appropriation has already been made, include the construction of 495 miles, as follows:

Drain to Marshfield (Coos bay), 81 miles, at a cost of	\$3,200,000
Natron to Klamath section, about 142 miles. (This line to be ultimately extended to Ontario.)	4,160,000
Connection between Lewiston and Riparia, 71 miles	2,000,000
Elgin-Joseph line, 63 miles	1,300,000
Completed Arlington-Condor branch, 45 miles ..	700,000
Troutdale to Bonnaville, 20 miles	600,000
Springfield-Henderson cut-off, 2 miles	147,210
Lafayette-St. Joseph cut-off, 2 miles	43,647
St. Johns extension, 3 miles	82,560
Total, 429 miles	2,277,267

Appropriations for 1905 and 1906 improvements reach a total of \$5,000,000.

713,885. A few of the main items are: Relaying main line from Ashland to Portland with 80-pound steel, 341 miles, \$1,967,337; new steel laid on O. R. & N., \$591,778; new steel bridges, ballast and fills, \$1,606,133; eleven new depots, and new shops at Albina, \$579,279; new equipment and rolling stock, \$2,401,500, etc.

The payroll of the Harriman lines in Portland exceeds \$1,800,000 per annum.

The era of prosperity to which I have referred is not confined to Oregon and her people alone, but extends throughout the United States in general. The year 1906 will show greater commercial trade and industrial activity than any preceding year in our country's history. At the beginning of the season factories were running full time and our manufacturers experienced difficulty in keeping up with the demand for their products. In staple lines of goods today the demand greatly exceeds the supply and dealers throughout the country are required to wait patiently until their turn comes to get orders filled. This condition prevailed at the time of the unfortunate calamity which befell our sister city of San Francisco. Generous people throughout the country quickly responded and did themselves proud in the matter of sending cash, provisions and other supplies to relieve the temporary needs of the homeless, but when it was decided that a new and greater San Francisco would be built, and modern steel buildings constructed that would withstand future earthquake tremors it was found that the steel works of Pittsburgh already had orders on hand that would take them at least one year to fill, in consequence of which the rebuilders of the stricken city must wait until these orders are filled or postponed before they can expect to get the material required. This is only one of many instances that may be cited; as what has been said of the steel works is also applicable to practically every staple article being manufactured at the present time. In a recent article discussing the situation, the St. Louis Globe-Democrat referred to these conditions as some of the embarrassments of great prosperity.

Did I hear someone mention car shortage? That is one of the embarrassments of prosperity also. While in the natural course of things supply will catch up with demand, this condition can be hastened considerably by continually advertising our state's resources and advantages with a view of inducing immigration to Oregon. Laborers are badly needed in the work of railroad construction and improvement, in the factories, fields, orchards and practically every line of business enterprise. To get more people to come to Oregon the Harriman lines are spending vast sums of money for the publication and distribution of folders, pamphlets and other literature advertising our beautiful scenery, our mild climate, our magnificent timber forests, the fertility of our soils, the wealth of our mineral resources, our educational and many other advantages, and special rates are made from the east to the west to induce immigration. Many new comers are arriving daily and finding homes in all parts of the state.

Possibly the greater number are being attracted to sections where lands are still cheap, such as Klamath Falls, central Oregon, Coos bay and Tillamook, where the opportunities to be derived from irrigation and construction of new railroad lines are exceedingly great. In fact many of our valley people are leaving their homes to take advantage of the possibilities offered in these districts, and notwithstanding this our cities and towns are making rapid growth. The amounts referred to which are being disbursed in improvements and creation of new lines by the Harriman lines in Oregon speak better than any other voice of the development work that has been undertaken with faith in the future growth and prosperity of this great state.

I thank you.

H. E. LOUNSBURY,
District Freight Agent, S. P. Co.

The Toggery.

Dress means much to a man in his business success, and this is coming to be realized as of much consequence. The man who always looks neat and can make a favorable impression is the man who will always be successful in his business affairs, as well as a leader in social circles. It has been said that "clothes make the man," and this is true to a certain extent.

To be able to secure neat and stylish garments, there must exist stores in every city where these articles can be bought. The citizens of Salem can secure their every need in neat and stylish garments at the establishment known as "The Toggery," which is located at 167 Commercial street.

This store is 20 by 65 feet in dimensions and has large show win-

dows, which are always decorated with the latest designs in gents' furnishings in a neat and artistic manner. The store is under the proprietorship and management of Mr. D. R. Yantis, a gentleman of much experience in this line of business. He is ably assisted by Frank Harritt, who is a very courteous and obliging salesman, while the shoe repairing department is operated by N. Bier, a skilled and experienced workman. The line of goods carried by this house embodies all that art can secure in neat, stylish, well-fitting and durable garments, and are the productions of the leading manufacturers of the United States.

The interior of the store presents a metropolitan appearance, while the stock is displayed in such a manner as to compel the admiration of the general public. Every article that leaves the store is guaranteed to be just as represented, and patrons have a large and extensive variety to choose from. Mr. Yantis is one of Salem's hustling and enterprising young business men and stands very high throughout this community, in both business and social circles.

A. L. Fraser.

In the van of progress and advanced ideas no branch of trade is being more thoroughly revolutionized than the plumbing line; it now having become a trade which can only be carried on to success by experienced and energetic workers.

In this branch of business we want to call attention to the establishment of Mr. A. L. Fraser, which will be found at 258 State street. Mr. Fraser is a practical man in this line of business, and enjoys an excellent reputation for the high character of his work. Only skilled workmen are employed by Mr. Fraser, and who under no circumstances are permitted by word or deed to mislead a customer. Besides being a plumber and tinner, Mr. Fraser is also a manufacturer of copper and galvanized iron cornice and metal skylight, and all work done by him is guaranteed to give perfect satisfaction.

Special mention should be made of the Torrid Zone furnace handled by Mr. Fraser, of which he has a large demand and which is without a doubt the best furnace manufactured in the United States. Mr. Fraser exercises every effort to render satisfaction, and by his honest dealings with the public, along with the superiority of his work, he has established a large and ever-increasing business throughout this community. He is a gentleman who has much faith in Salem's future, and is always found ready and willing to give financial support for the upbuilding of the city.

Klinger Grand Theater.

Salem is not behind other cities in the way of amusements, and the pleasure seeker can always spend a most enjoyable evening or afternoon at the Klinger Grand theater, where the class of attractions presented are of a metropolitan character, and never fail to please an appreciative audience. The house has a seating capacity of 500 people at one time, and is equipped throughout with the latest appliances for the convenience of the public.

The house is under the management of the Cooper-Bellmon company, who always try to secure the best attractions they possibly can. They have left nothing undone which will add to the popularity of the

house or the convenience of the public. The best of order is always maintained at this play house, and the audience always comes away with a feeling that they got their money's worth. Mr. J. A. Cooper is also proprietor of the up-to-date sample room known as "The Council," where is always to be found only the choicest of goods, and which place is conducted on thoroughly modern principles.

The golden door of opportunity swings wide open but once to the average individual; then it closes before him for all time. Today this door is open to you in Oregon. Peace and plenty lie within its boundaries. We stand within and ask you to come and share with us the abundance everywhere found, and we believe if you come you will never regret your act.

Like a Maid in a Play.

"I think our housemaid must have histrionic talent."

"Why?"

"Ever notice how she dusts the furniture?" — Louisville Courier-Journal.

The Philosophy of Patronizing Home Industry

The philosophy of patronizing home industry, in order to build up your own state, is well known. The arguments in favor of it are unanswerable. It keeps the money at home. It gives employment to labor at home, and this keeps the money in circulation. It gives every person a chance to see his dollar again. It is the old story of the same dollar paying twenty debts, and finally getting back to the man who paid the first debt.

The Home Baking Powder.

Eppley's Perfection is the home baking powder. It is 100 per cent pure. It is as good as any. None could be better. It is cheaper than any other baking powder, for the purchaser gets a glass fruit jar or jelly glass free.

You will consult your own pocket book when you buy Eppley's Perfection. While doing this, you will be building up a home industry and building up your own state.

This should need no argument. You should ask for Eppley's Perfection and insist upon getting it, from your grocer. This applies to the farmer, too, for the best fertilizer for the farm is the smoke from the factory in the town or city.

When you need baking powder, be sure to ask for Eppley's Perfection. If you doubt its quality, ask your neighbor. She will recommend it, if she has used it.

C. M. EPPLEY

Manufacturer
Salem, Oregon.

Established 1880

Phone 353.

Salem Abstract and Land Co.

First National Bank Building
Corner Commercial and Chemeketa Sts.
SALEM, OREGON.

A. A. Lee, Manager,
U. G. Boyer, Secretary.

General abstracting of land titles in Marion County, under the famous Thorne Numerical System of Abstracting.

The Only Complete Set of Abstract Books in Marion County.

A. A. Lee, who has been in the employ of the above Company since 1889, has recently become manager, and has associated with himself Mr. U. G. Boyer, of Wadena, Minn., a competent abstractor of many years experience and Ex-Registrar of Deeds, who will assume his duties the first of the year. Mr. Boyer has been elected Secretary of the Company.

The usual high standard of work will be maintained. Accuracy, reliability and promptness are principal characteristics of our work and charges consistent with the character of the work done. Twenty-seven years' experience gives this Company the most complete record, official and unofficial, ever compiled in this County.

BEWARE OF BAD TITLES!

AN ABSTRACT WILL PROTECT YOU.