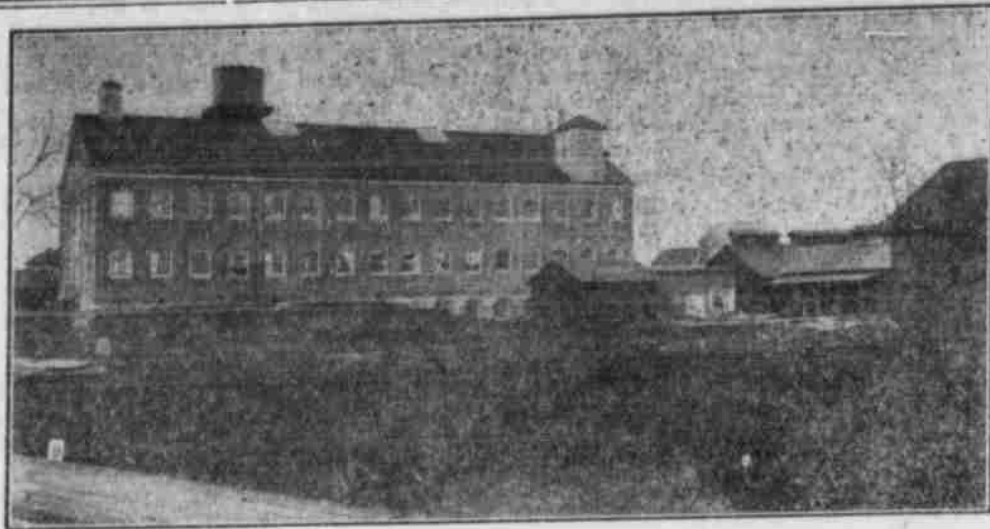




THOS. KAY WOOLEN MILLS.

Capital Improvement Company.

There is no avenue of trade which is not well provided for by the various well stocked and ably managed concerns actively engaged in the different lines of business. Contributing to this state of affairs we find the establishment known as the Capital Improvement company, which is located at 299 Front street. They are dealers in all kinds of building material, embracing cement, lime, hair, plaster, sand, gravel, chimney and sewer pipe, drain tile and all kinds of brick.

The Capital Improvement company is one of the largest institutions of its kind in the state, and the stock carried by them consists of the best material in the different lines. They are prepared to furnish contractors and builders on short notice with the best of building material at the lowest market price.

The quarters occupied are large and commodious, affording them ample accommodations to meet the demand of their large patronage, while the service rendered is at all times highly satisfactory. The house bears an excellent reputation for its fair and honest dealings, and parties who desire anything in their line will do well by giving the Capital Improvement company the order.

Besides dealing in building material, they also conduct a general transfer business, and are fully prepared to meet all demands made by the public.

Tom Cronise Photo Studio.

Photography is an art, and it has come to be that only an artist is able to take what may be considered a first class photograph. Any amateur can take a picture, but it requires skill to reduce the important and homely parts and to bring out the interesting and beautiful features in the face.

After you have paid a visit to the studio owned by Mr. Thomas Cronise, located at the corner of Commercial and Court streets, you will say that nowhere in the state will you find a more modern, or a better equipped studio than this one. Mr. Cronise is an artist in his particular profession of exceptional ability, having had many years of practical experience in this line of business. He is thoroughly conversant with all the modern improvements in his profession, and is able to execute work of the highest character. His studio is nicely furnished, and his walls are decorated with photographs of our leading citizens, which is a testifying demonstration that his work is without reproach, and despite the superiority of his work the lowest prices prevail. He is honest in all of his dealings, and merits the liberal patronage which he receives.

Willamette Hotel.

There is nothing of more importance to the general welfare of a city than the possession of hotel facilities for the accommodation of those who visit the city upon errands of business or pleasure.

American travelers of today are satisfied with only the best that is to be obtained, and our hotels are of necessity constantly advancing their standards of service, with excellent results.

The best hotel in Salem, and in fact one of the best to be found in the state, is the Willamette hotel, which is under the proprietorship and management of Mr. J. Conner. The hotel is a large brick structure, containing all the modern conveniences that are possible for a first class hotel, including steam heat, electric lights, call bells and elevator service.

The interior faithfully bears out the promise outwardly made, for the one hundred and fifty guests' chambers are furnished with the best that money can buy. The dining room is celebrated far and wide for the excellence of its cuisine, and nothing has been omitted in service or ap-

pointment which will contribute to the accommodation of the guests. Large sample rooms are provided for commercial travelers, and every possible convenience which goes to make up a perfect hostelry and a pleasant home for the traveling public is to be found in the Willamette hotel.

Mr. Conner has had charge of the hotel for the past eight years. He is very popular with the traveling public throughout this section, and he devotes himself most successfully to the comfort, pleasure and entertainment of his guests.

In conjunction with his large corps of skilled assistants, Mr. Conner conducts his house upon thoroughly modern plans, and is meeting with the demands of a large patronage in an able and satisfactory manner.

Derby and Willson.

It is safe to say that no class of men do more efficient work toward the material advancement of a town than energetic, wide-awake and honest dealers in real estate. They are constantly finding desirable purchasers for willing sellers; thus they keep the property constantly changing hands at ever increasing values. In this way they keep the market from becoming sluggish, and constantly advertise it to the world as a live, wide-awake place, and one that is desirable to live in.

In this work none have taken a more active part than the firm of Derby and Willson, who stand at the head of Salem's leading real estate men. This firm has been established for about five years, during which time they have brought to a successful issue a number of important deals, many of which have more or less tended to the advancement of Salem and this vicinity.

The scope of their operations comprises the handling of many fine farms throughout this section; also many desirable pieces of city property, all of which they are able to offer at good bargains to investors. They are thoroughly familiar with property values and enjoy the most cordial relations with the public through years of contact and acquaintanceship.

They also conduct a representative insurance agency, composed of well known and reliable companies, and in this department a good business is done, because of the care and attention given their clients. They offer inducements in real estate which cannot fail to attract the attention of investors, and the man that comes to Marion county now and buys real estate will lay the foundation of his future fortune.

Their office is located at 116 Commercial street, and all business transacted with Derby and Willson will be placed on a sound and legitimate basis.

Salem Steam Laundry.

There is nothing that contributes more directly to the health and comfort of the people than an up-to-date steam laundry, and one worthy of mention in this review is that of the Salem Steam laundry.

This enterprise has been under the management and proprietorship of Colonel J. Olmstead since 1889, during which time it has ever maintained the highest standard of excellence in every branch of the business. The laundry is modern in every respect, and is equipped throughout with the latest machinery used in this line of industry, including five up-to-date shirt machines, three collar machines, five washers, two mangles, of which one is eight feet in length. Besides being equipped with a 35-horsepower engine, there is also a 25-horsepower dynamo in connection, affording ample power to operate the laundry in a thorough and satisfactory manner.

A visit to this plant will repay anyone, simply to note the system upon which the vast business is done and the neatness of the various articles after having passed through the required processes. Special care is taken with flannels and the delicate fabrics, strictly first class work is guaranteed, and despite the vast superiority of the work the lowest prices prevail. Among the different pieces of machinery of this plant

is to be found the Dampner, which is one of the latest improvements in laundry work.

Employment is given to about thirty-five people, and two wagons are kept busy delivering and collecting laundry throughout the city. The plant is equipped with a full electric outfit, which furnishes its own light and heat, and in fact there is nothing lacking to make this a modern and up-to-date laundry in every respect.

Mr. Olmstead tries his utmost to please the public in every way possible, and that his efforts are appreciated is fully demonstrated by the large and ever-increasing patronage.

L. U. Josse.

An establishment which is very popular with a large number of people throughout this vicinity is that of the furniture store owned by Mr. L. U. Josse, located at 270 Commercial street.

The house deals in all kinds of household furniture, carpets, rugs, crockery, stoves, fancy silverware, tinware and in fact everything to be found in a first class establishment of this kind. From the time Mr. Josse took charge of this establishment, some two years ago, the business has constantly increased, which is due largely to the reasonable prices quoted on his goods.

The quarters occupied by Mr. Josse comprise over 10,000 feet of space, wherein is displayed a \$15,000 stock of goods, embracing everything in the line of household equipment. The motto of the house is good goods at moderate prices, and by this method of doing business a large patronage has been established.

There is also to be found here an upholstering and repairing department, where all work is done in a neat and artistic manner. Mr. Josse came to Salem from Independence. He is one of the leading business men of the city, and commands a large patronage throughout the locality.

The Bell Land Agency.

The Bell Land Agency, managed by Mr. A. E. Bell, ranks among the reliable real estate firms of Salem. Mr. Bell came to Salem some two years ago and established this business, during which time he has gained the confidence of the public, and has enjoyed an ever-increasing business.

During his operations in Salem he has acquired a thorough knowledge of the country and the purposes to which the different localities are best suited, as well as a thorough knowledge of land values in this beautiful section of the valley.

This firm has listed in their books many fine pieces of farm and city property for sale or exchange, among which is to be found many good bargains for the investor.

Mr. Bell is thoroughly informed as to the best openings for large or small investments, and his opinion can be relied upon as being safe and accurate.

The Commercial Creamery.

One of the best evidences of the advancement of dairying in Marion county is found here in Salem, where is located one of the best equipped and most up-to-date creameries in the west.

The above named creamery has been under its present management for about four years, during which time a prosperous and ever-increasing business has been built up, which is demonstrated by the fact that its business this year shows an increase of 25-30 per cent over last year. The value of this industry to Marion county cannot be over-estimated, for it distributes among the farmers throughout this community from five to eight thousand dollars every month. The method adopted for the testing of milk and cream is modern and thoroughly reliable. Absolute honesty prevails also in the selling of butter, every print of the 1,000 pounds daily capacity being guaranteed full weight. The brand of butter manufactured by the Commercial Creamery company is known as "The Cascade," which for purity and flavor is unsurpassed. This company operates a branch office at Lyons, where it enjoys a thriving

business. The wonderful growth and increase in business of this enterprise is due largely to the ability and excellent management of Mr. A. A. Underhill, who is gifted with that greatest of requisites for a business man—foresight.

Capital City Laundry.

"Cleanliness is next to godliness," says a noted proverb, and following out this line of reasoning we come to the conclusion that those firms engaged in the promotion of cleanliness must be missionaries to the good of the general public.

Active in this necessary element of business, we find the institution known as the Capital City laundry, which is located at 1264 Broadway. The plant is thorough and modern throughout, being equipped with all the latest machinery required to operate an industry of this kind, and under the personal supervision of the proprietor, Mr. A. E. West, the laundry is gaining a wide reputation for its good work and excellent service. All work sent to this laundry is executed in a prompt and satisfactory manner, from the finest of laces and ladies' wearing apparel to the laborer's shirt, and the greatest care is taken in the handling of every article. The building is well lighted and the ventilation is such as to give plenty of good, fresh air to the people employed at this laundry.

By constant application of strict business methods, accurate, honest and courteous treatment, together with the superior work and moderate prices, Mr. West is building up an ever-increasing business which is well worthy the consideration of the public. Wagons are operated throughout the city for the purpose of delivering and collecting laundry, and the service in this respect is highly satisfactory. The Capital City laundry is a most worthy enterprise to our city, and is deserving of an excellent patronage by our citizens.

Mr. West has always been public-spirited and has never lost an opportunity to use every effort to boost any proposition that he thought might be productive of good results to Salem or to any portion of Oregon.

D. A. White & Sons.

When a business house has been located in one place for nearly sixteen years and in that time has catered successfully to the public, it is very good evidence of first class goods and service afforded the patrons.

This is the record of D. A. White & Sons, who are wholesale and retail "feedmen and seedmen." Mr. White established this business in Salem in 1891 on rather a small scale, but by honest and upright dealings with the public, together with a desire to go up higher in the business scale, each year brought an increase in the volume of business, until now his establishment ranks among the leading ones of its kind in the state of Oregon.

Some idea of the business this firm is doing may be obtained when we say that they utilize over 12,000 feet of space, which is entirely taken up by the large and extensive stock which is carried at all times. D. A. White & Sons are extensive dealers in all kinds of feed, seeds, bee and poultry supplies. The Purina egg food, which is to be found at their place, is one of their special brands, and is highly recommended by all poultrymen throughout the country. The prices quoted by this house are very reasonable and the goods are unsurpassed for quality and excellence.

The magnitude of stock and equipment, the volume of patronage rendered, to say nothing of the excellent reputation of reliability and integrity, easily place D. A. White & Sons' establishment among the leading business houses of Marion county. Nothing is left undone which will add to the popularity of the institution, and no pains are spared at all times to satisfy their customers.

Salem Woolen Mills Store.

The efforts made by the Salem Woolen Mill store to secure a collection of the best productions in clothing and gents' furnishing goods are well worthy of the substantial recognition which is due to enterprise and a careful study of popular needs.

These efforts consist of placing before the public the best the market offers and at prices which are in every case an honest equivalent. This house dates its inception from 1891, since which time it has built up a large and ever-increasing business in Salem and throughout this vicinity. The business has increased so rapidly that they are now compelled to keep a force of five salesmen and four first class merchant tailors in order to accommodate their large patronage.

In the clothing line the productions embody all that art can secure in neat, stylish, well-fitting and durable garments. The furnishing goods

assortment is attractive in style and varies in quality, and like all other lines, contains the productions of the leading makers. Every article leaves this establishment with a guarantee that it will be just as represented, and in this method of doing business lies the success of the house, for it indicates a thoroughly honest policy which always wins popular favor.

The store, which is 40 by 80 feet in dimensions, is located at 136 Commercial street, so don't forget the number, but patronize this home industry, which helps to utilize Oregon's productions.

Mr. R. C. Bishop, the manager, is a wide-awake and public-spirited business man, and his laudable ambition is to handle goods that tell their own story, tell it forcibly and satisfactorily. The result is a good business, an excellent reputation of reliability and a generous recognition of an appreciative public.

F. P. Farrington.

In our resume of important business houses of Salem we must necessarily devote but brief space to individual concerns, and therefore we aim only to describe those who by reason of sound business standing and unlimited enterprise are in every way representative of the best elements of our commerce and industries.

Answering all these qualifications is the well-known meat market of Mr. F. P. Farrington. This market occupies commodious quarters equipped with all modern machinery and cold storage, with large refrigerating departments. Mr. Farrington manufactures his own sausage and lard and with the modern system used in rendering and purifying, his meats are always delicious and his lard is absolutely pure.

Mr. Farrington is an enterprising business man, progressive, liberal and broad-minded, and keeps fully in touch with all the demands of the trade.

William Staiger.

Monumental work has now reached the plane where it is considered more of an art than a trade, and those engaged in this line of industry must be men who understand the business in all of its details in order to be successful.

A gentleman engaged in this line of business, one who has met with marked success, is Mr. William Staiger, who established this business in Salem some thirty-six years ago.

Being an extensive dealer in marble, granite monuments and headstones of all kinds, he is capable of furnishing every class of trade in this line, and he is prepared to perform with efficiency all kinds of cemetery work. This is one of the oldest established monument works on the coast, and its reputation with the public has always been one of honorable dealings. This establishment is located at 297 Liberty street, where is always to be found the largest assortment in the state.

A. M. Clough.

Located at 445 Court street is the undertaking establishment of Mr. A. M. Clough. This establishment has a well-merited reputation for the high character of the service rendered, for the knowledge and skill which characterizes all efforts and for the promptness and reliability with which all demands are responded to. Mr. Clough is a graduate embalmer and has had much experience in his line of business. He is now coroner of Marion county, which office he is filling to the best of his ability and to the satisfaction of the public. His office phone is 120 Main and his residence phone is 5 Main.

MUTUAL CANNING COMPANY**An Industry of Great Importance**

As Marion county produces the finest fruit on earth, it is but natural that we should have large canning factories located in our midst to utilize the vast amount of fruit grown in this community.

The people of Salem can with pride to the Mutual Canning company's plant, which ranks as the largest and most complete in the west. This co-operative enterprise is of greatest importance to the business activity of our city and this vicinity. They not only give the fruit producers of this community a chance to dispose of their product at home, in addition to this they are the cause of putting many thousands of dollars into circulation through this locality. During their busy season they employ from one hundred and fifty people.

The equipment of the plant comprises the latest appliances used in this line of industry, while the quarters occupied are large and commodious, affording them ample accommodation for the successful operation of their large business.

The fruit put up by this institution stands second to none, because labels which guarantee purity of excellence. While we are not prepared to state the exact amount of business done by this concern this season, we can say that their business has been highly satisfactory, and that next season will find them better equipped to handle a larger business.

Space will not permit us to go into details concerning this valuable and beneficial industry, but we say that the location of such a property should be a source of much pride, for each step of progress made by them adds increased prestige to Salem as a growing manufacturing and commercial center.

R. D. Gilbert & Co.

Nothing is plainer in these times of rush and sharp competition than that the deserving merchant will put himself in the way of business success. Several things enter into the composition of a successful business man—chief among which are honesty, fair dealing, proper attention to the needs of the trade and conscientious endeavor to do the best one can for the benefit of his fellow man.

In this respect none in Salem has earned a better reputation than R. D. Gilbert, the executive head of the above named firm. Mr. Gilbert is successor to Gilbert and Baker and during the past two years of able and exclusive management the business he has adopted the motto: Good goods, careful business methods, fair treatment to all and close attention to business. It is better, Mr. Gilbert argues, to make a small profit and a large friend than to double the profit for the one and lose the next sale entirely.

Besides handling a full and complete line of staple and fancy groceries, the house also carries one of the largest lines of paints, oils, brushes and window glass to be found in the section of the country. The stock of paints comprise the best brands on the market, and have been carefully selected with reference to their quality and durability. Among the well-known brands are to be found the Pioneer lead and Fuller's pure prepared, which have a world-wide reputation for their excellent quality and durability.

The premises occupied consist of a building 25 by 150 feet in dimensions, the front of the store comprising the grocery department, while the rear is stocked to its utmost capacity with paints, oils, varnishes, brushes, etc. The store is located at 211 Commercial street, and the phone is Main 201.

Copies of this illustrated edition can be bought at The Journal office for 10 cents each.

