

# BRIEF REVIEW OF SALEM INDUSTRIES

Salem, a manufacturing city, does not claim greatness, but it is growing conviction that Oregon's Capital City has great stability and rapid growth in this direction. Her two score manufacturing concerns can be counted some of the potent in the development of Western Oregon and several of the concerns in the state. A number of these establishments are mentioned in this portion of this issue of the Capital Journal. But we wish to make these a little more comprehensive we wish to call attention to some of the rest.

One of the concerns that circulate most money in our midst (and in a very short season of the year) are the prune packing houses. The W. H. G. Co., whose plant is located on Cottage and Cottage streets, have this year bought nearly one-half million dollars' worth of prunes. These are processed and packed under their famous brand. A hundred people were employed during the season. The capacity of their establishment is about 100,000 pounds per day and they are shipping out a product that is helping to advertise Oregon all over the world. They ship to nearly every country in the union, as well as Alaska and export to Canada and a number of points in Europe and Great Britain. This business has grown from a small beginning and while it is now a large concern there are still possibilities in store for it. They buy not only at Salem, but at Roseburg and have about 100 producers on their list.

from other points nearly as much more. They employ in Salem during the season from 75 to 100 people, and their payroll runs in the neighborhood of \$1000 per week. These people are originators of the Famous Pheasant Brand.

One of the concerns that employ a substantial amount of labor the year around is the Salem Iron Works. They work from 25 to 35 skilled mechanics. Messrs. Schand and Marcus are thorough mechanics and understand every detail of their business and manufacture machinery for wholesale houses all over the Pacific coast under large contracts. This season they have turned out many of the portable gasoline drag saws, which are being used in the Oregon timber. This concern is now in its fourth year under the present successful management and the payroll frequently reaches \$1,000 per week. These gentlemen are always in the market for good mechanics in their line.

The planing mills operated by Frank M. Brown on Front street employ from ten to twenty mechanics the year around. Their specialty is woodwork for buildings and finishings. They also manufacture all kinds of fixtures and furniture to order and contract for mechanics in leading cities west of the Rocky mountains. They also furnish their class of work for many of the state institutions and public buildings throughout the western country.

The Oregon Sienna Paint Co. is a concern that is receiving hearty encouragement in Western Oregon and is making a decided success of this new industry. Their raw sienna is brought from their mines to Salem in carload lots. Here it is ground and put into the finished product and has the reputation of being one of the best paint products ever produced.

Salem has two flouring mills which completely fill the field in their branch of business. The Salem Flouring Mills Co. operates one of the largest plants on the coast while the Capital Mills cater more to the local trade.

The tile factory, operated by J. E. Murphy in the north part of town, runs a large force of men in season and is sending its products to points throughout the entire northwest.

A. M. Hansen has most successfully conducted a planing mill and sash and door factory for many years. He has added considerable up-to-date machinery the past season and is gradually expanding his business. He has a good payroll and brings considerable business into our city from outside points.

The Salem soap factory is a home institution which is deserving of liberal patronage. A handsome exhibit of their wares can be seen at the Board of Trade rooms and in addition to their line of laundry and toilet soap they are making a success of the tanning branch of their business, turning out all kinds of rugs and pelts.

The Salem Fur Tanning Co., conducted by W. H. Edwards & Sons, has worked up an extensive business in rugs, robes and commercial leather.

Salem has two thriving creameries and a large growth in the business of that character is evidenced from one season to another. Dairying is not only profitable to the farmer, but the success of these two plants in Salem evidences the fact that they are run on good business lines.

The brick yards operated by A. A. Burton have been under the same management for nearly twenty years and have a growing output each successive season.

The manufacture of electric light fixtures has been taken up in our midst during the past year. A strong concern known as the Western Electric Manufacturing Co. has been organized with ample capital and their work, which includes all manner of lighting appliances, chandeliers, brackets, etc., as well as the most elaborate and new designs heretofore unknown to the trade, are being introduced throughout the wholesale and retail concerns of the entire Pacific northwest.

The H. S. Engine Company has put in an extensive plant for the manufacture of the most up-to-date gasoline engines, spraying outfits, and similar goods.

Another foundry has also been started, chiefly to handle the work of this concern, and they are two enterprises upon which Salem looks with great favor for future results.

The Willamette Valley Prune Association is an organization composed of about sixty stockholders and is under the management of J. J. Gile & Co. They maintain a large plant in Salem and the management also conducts branches at Roseburg, Roseburg and Dundee. Their daily capacity is from 80,000 to 100,000 pounds. Their total output this season to date, at Salem, has been about 3,500,000 pounds and

# Mutual Canning Company

Salem, Oregon

This institution has the most modern up-to-date equipment of any Fruit Cannery on the Pacific Coast.

Its plant occupies an entire block with buildings, having added warehouse room 60 by 140 the past year.

Capacity is being increased with a View to Great Future Increase in Business, and will be made as fast as business justifies.

This plant has employed from 50 to 250 during the past canning season, paying \$14,500 for labor, exclusive of office help. All the help available was employed during the busy season and more was needed.

The Salem Mutual Cannery has paid the highest cash prices for green fruit the past year. Fruit from other points was handled on a large scale at the Salem Cannery.

The stock in the Salem Mutual Cannery is largely Owned by Fruit Growers who have Received Dividends Regularly.

### Why I Like Salem and Vicinity.

Because Salem is one of the most delightfully located cities in the west. Located on gently sloping land, on the east bank of one of the most beautiful streams of clear, cool mountain water, with many other smaller streams passing through it, affording excellent water power and transportation facilities, and surrounded by an exceedingly productive area, where can be produced, at small cost, almost every kind of fruit, grain and vegetables necessary for food for man and beast, also supplied with an abundance of timber suitable for fuel and building purposes, it affords an ideal place for homes for many people at small cost. It cannot be otherwise than prosperous.

Our schools and colleges offer every facility for acquiring a good education, while the high moral and social standard of the people make this an excellent place to live for people who desire to give their children the best opportunity available to become good and worthy citizens.

In conversation with a lady from Iowa, who now lives in Yew Park, she said they came to Oregon for their health, and that she had no idea that she was coming to such a paradise as this; that she saw more happy, prosperous and well-dressed people last Fourth of July in Salem than she had ever seen on similar occasions anywhere she had ever lived, and that she was glad she had come to Salem.

As I say, after having lived in this city for 42 years, I am glad that I have made it my home and raised my children here, and can honestly advise others to come and live here with us.

J. P. VEATCH,  
Cement Contractor.

CASTORIA.  
The Kind You Have Always Bought  
Bears the Signature of  
*Wm. D. Galt*

### SALEM'S NEWEST AND LARGEST EXCLUSIVE MILLINERY HOUSE

Mrs. P. E. Fullerton, at 291 Commercial street, in the First National Bank building, is the manager of the largest exclusive millinery house in the city. As successor to Mrs. C. M. Hilke she has demonstrated that she is thoroughly conversant with the needs of the trade and can suit the most fastidious tastes in millinery as well as cater to the popular demand. The latest importations are received in season from the large millinery houses of the east and her own buyers attend the great openings in New York and Chicago and shipments are made direct to her Salem establishment. Her trimmers attend the large openings in the Portland wholesale houses and return with all the latest ideas for the benefit of her trade. She employs from three to twelve helpers the year around and during the big spring and fall seasons will have even more. With her large stock to select from, with skilled help and her own experience, Mrs. Fullerton is able to make any kind of a hat that is wanted and the buyer is pretty sure that it will be right in style and price.

### Salem's Most Up-to-Now Printery.

N. D. Elliot has built up the model job printing office of this city. He takes a pride in getting up commercial printing that looks right and give the business or professional man satisfaction in presenting his business or profession in the way it should appear to the public. The first impression that customers get of anyone's business capacity and methods is from the stationery used, and the right kind of stationery not only brings business but it establishes credit and strengthens confidence. This applies to all commercial printing, from the most dainty visiting card to the largest business catalog and circulars. Mr. Elliot brings the experience of years to the service of his customers, saving them money by his knowledge of quality in stock and in economical making up of impressions. Fine color work and high grade printing are given special attention. All work is put up in the most durable tablet form, where required, and plain binding of blanks with stubs and perforations are made as cheaply as is consistent with good service. Mr. Elliot's office is over the Capital Journal office, and he will always be found ready to confer with customers on estimates for large or small orders. He keeps up with the procession in the larger cities in types and paper, and his customers get the very latest ideas in composition and press work. The plant is equipped with the latest design of loose leaf and card index punches, perforators and labor-saving devices, and he is prepared to print in the most artistic manner all kinds of office stationery such as is usually done only by the big firms in the larger cities. No matter what the class of work is, Elliot has the plant to turn it out quickly at the lowest cost and in any quantity.

### Man Who is Getting There.

Among the young men who are climbing the troublesome way from obscurity to prominence in business circles is Louis C. Stringer, who came to Salem four years ago and attended the Capital Business College. He was a student at the Oregon Agricultural College and has put in his spare time reading law and is ambitious to be admitted to the bar. He has been building up a supply business that will finally cover this valley with a network of transactions in farming machinery and implements such as farmers and fruit growers and dairymen use, and in return exchange farm products and live stock. Among Mr. Stringer's promotion enterprises has been the establishment of an excelsior mill at Salem, a project which he hopes to land and make this city the basis of large operations. Animated by such ambitions for the upbuilding of the city and country, Mr. Stringer can truly be classed as a progressive citizen. His offices are over the Ladd & Bush bank, and he seems to land the confidence of all with whom he does business. He was born and raised at Lacombe, Linn county.

### HAS BEEN IN BUSINESS FOR FIFTEEN YEARS

In this paper is the advertisement of T. B. Wait, a prominent Indian war veteran, who has been erecting bronze monuments for the past fifteen years. One just put up was by John Vaughn, a pioneer of Silverton, as a Christmas present in memory of his son. Mr. Wait can guarantee the durability of these monuments and many of them are to be found in the beautiful cemeteries of this city.

# SUCCESSFUL ARCHITECT HAS PLANS READY

Besides the new administration building for Willamette University, an addition to the State Fair grandstand, several new railroad buildings, and a new woolen mill in prospect, the new buildings of the State Institution for the Feeble Minded and Epileptics will be constructed just south of the city. There will be a colony of new buildings, the plans and specifications for which are being prepared by Architect Walter Pugh, of this city, in his offices in the Murphy block. The buildings are all of what is known as the colonial design, and are of the very latest styles of construction from the standpoints of sanitation, ventilation and plumbing. They will be of brick and frame, and include the following:

- Administration, building 76 by 104 feet; first story brick and two stories frame.
- A dormitory building 44 by 124 feet; same style and construction.
- A brick laundry building 34 by 60 feet.
- A brick power house 40 by 40 feet.
- A frame horse and cow barn 40 by 120 feet; two stories.

The buildings will all be heated from a central heating plant of the most modern pattern. The whole ensemble of buildings will have sewerage provided into a large septic tank. Bids for construction will be called for probably before the end of the present year. Mr. Pugh has been supervising architect of the new wing of the state insane asylum just completed. He also erected the new Salem high school, the Salem opera house and city hall, and the buildings at the asylum cottage farms. In strength of structural work and general economy of design Mr. Pugh has no superior in the line of his profession.

### Cement Industry Wanted.

The manufacture of cement could be conducted in Oregon. There is abundance of water power and raw material exists in several places. Cement mines exist in Jackson and Lincoln counties. When the Oregon state house was built cement was

shipped to Oregon City to be manufactured, but it could not compete with the imported cement which came by water. This matter should be investigated by the Board of Trade and a cement industry established at Salem, where there will always be a great demand locally and for shipment about the valley.

# ITALIAN PRUNE TREES

If you want to plant any Prune trees this season, had you not better be getting your trees ordered? This variety is quite scarce in the country and prices are liable to advance. Send us the number you are going to require and get our prices. Order now and save money.

In apples, we can furnish clean thrifty four to six foot, one-year-old trees in the following varieties; also some splendid two-year-olds suitable for "filling in" purposes:

- |                    |                    |
|--------------------|--------------------|
| ALEXANDER          | OREGON RED WINTER  |
| ARKANSAS BLACK     | RED ASTRACHAN      |
| BLACK BEN DAVIS    | ORENCO             |
| BALDWIN            | R. C. PIPPIN       |
| COOS RIVER BEAUTY  | ROME BEAUTY        |
| DUCH. OF OLDENBURG | SPITZENBERG        |
| FALL PIPPIN        | SPOKANE BEAUTY     |
| GRAVENSTEIN        | WAGENER            |
| GRIMES GOLDEN      | WEALTHY            |
| KING               | STAYMAN'S WINESAP  |
| McINTOSH RED       | YELLOW TRANSPARENT |
| MISSOURI PIPPIN    | Y. N. PIPPIN       |
| NORTHERN SPY       |                    |

The above are only a few of the varieties we carry, our list is complete, if you will send us a list of your wants in Apples, Pears, Cherries, Plums, Prunes, Small Fruits, Ornamental Shrubbery, etc., will be glad to quote our best prices.

# About Walnuts

Remember, we are sole propagators of the Vrooman PURE STRAIN FRANQUETTE WALNUT, conceded to be the best strain of Walnuts now being offered the planting public. For the slight difference in cost, you cannot afford to plant an inferior grade. Space here will not permit of an exhaustive explanation, but call at our office or write us, if you are interested. We have special literature on "Walnut Culture"—you should have it.

Address all communications,  
**OREGON NURSERY CO.**  
SALEM, OREGON  
A FEW MORE RELIABLE SALESMEN WANTED