

# SALEM WOOLEN MILLS SUCCESSFUL INDUSTRY FOR THREE GENERATIONS

The Thomas Kay woolen mills are the successors of one of the oldest industries in the Willamette valley. Several generations of the Kay family have devoted their lives to woolen manufacture. Thomas Kay, Sr., who built the Salem mills also established and conducted woolen mills at Brownsville and other places. The natural combination of climate, waterpower and production of raw material make the Willamette valley a splendid location for this industry.

The Salem woolen mills, under the management of Thomas B. Kay, the present state treasurer of Oregon, have enjoyed almost constant growth and prosperity. Mr. Kay personally buys the various grades of wool that are worked up in his plant in Salem and another woolen mill at Eugene. The products of these mills have a large sale in Oregon; but by far the

greatest amount of the blankets, suitings for men and women, shawls and robes are shipped to New York and San Francisco and other large distributing centers. A large quantity of men's and women's clothing are manufactured from the Salem woolen mill products and sold in large retail establishments at Salem, Portland, Grants Pass and other cities in Oregon. The demand for "Made in Oregon" products from the Oregon woolen mills is steadily increasing. It is the pride of the men and women in Oregon to be dressed and to sleep under bedding made in Oregon mills and grown on the backs of Oregon sheep. This feeling and this pride in state industries has always been fostered by Mr. Kay and he is one of the staunchest advocates and best living examples of the successful Oregon industry.

## THE NEW TOGGERY STORE

RECENTLY INCORPORATED IS ONE OF THE MOST MODERN SHOPS IN THE WEST--GREATLY ENLARGED FLOOR AND SHOW WINDOW SPACE--PUBLICITY THAT IS EFFECTIVE.

The completion of the new Toggery Shop at the close of 1911 marks a mercantile event in this city which demonstrates a remarkable growth due to progressive methods in retailing. The Toggery firm, which was recently incorporated, is in charge of Dave R. Yantis and Al. E. Hurst. Both men are well known in the mercantile life of the Capital City.

The modern ideas utilized in the arrangement of this ideal shopping place were gleaned from various sources during Mr. Hurst's five years' employment as store equipment and fixture editor with the Root Newspaper Association of St. Louis. These were worked out in detail by Architect Geo. M. Post, with construction work placed by Wechter & Wood.

Every detail was carefully considered from the standpoint of efficiency and better service to the customer. This combination of modern ideas complete a store which is conceded by traveling men and others, who are competent judges, as one of the most modern in the entire West.

**The Modern Ideas.**

A synopsis of the modern construction ideas in which the store differs are as follows:

First, the show window glass is set in brass metal bar strips, this prevents the windows from frosting and sweating by a ventilating process, thereby eliminating an evil which often renders displays useless in cold weather.

The vestibule is of tile, with the store name and monogram worked out in contrasting colors. This decorative scheme, harmonizing with the window base, which is of beautiful Pedra onyx in brown veins. This onyx is mined in lower California.

Two chipped jewel electric signs set at the top of the window glass construction are used on either side of the vestibule entrance, the upper portion of the front is equipped with a prism light construction to transmit daylight into the interior.

**The Window Background.**

The window background is arranged in leaded glass and wooden panels,

which are detachable, permitting unlimited decorative treatment, as well as affording access to any portion of the display without disturbing the remainder. This is an item of great importance, as much merchandise at the present time is sold through the show window.

The ceiling of the window is of chipped glass instead of wood as is usually employed. This scheme gives more daylight with the vestibule and back portion of the window, as well as a more decorative high-class finish.

**Receding Awning.**

Another modern idea, which is the first of its kind on the coast, is the receding awning. This is unique, in the fact that it is operated from the interior of the store, and the cloth roll, which is protected from the weather by a wooden canopy, is all that is seen from the exterior view of the building, thereby eliminating all unsightly rods, which often mar the appearance of an otherwise modern front. This awning may be let down to any length desired and the close is always taut.

**The Interior.**

Many improvements of a modern nature have been installed in the interior of this high-class shop, namely: liberal use of mirrors, counter cases, lavatory, balcony with skylight, basement for reserve stock, also enlarging the cleaning and pressing department, where the Hoffman steam pressing machine is used, the only one of its kind in the city. This store now runs from Commercial street to the alley, occupying a total floor space of 4266 square feet.

This firm now employs the services of nine men, not counting the Toggery Bird, which is worthy of mention, in the fact that this publicity stunt, which has been used less than 12 weeks, is known to practically every man, woman and child in Salem and vicinity. His cut is used in the newspapers, show cards, picture slides, in fact every kind of publicity employed by the Toggery. This gives publicity which is effective, in the fact that it is different.

All are cordially welcome. There will be no evening service.

**CHURCH SERVICES.**

**First Methodist Episcopal.**  
Corner Church and State streets, Richard N. Avison, D. D., minister, 10:15 a. m., morning prayer; leader, 10:30 a. m., sermon, "First Things First," 12 m., class meetings in the audience room, 12 m., Sunday school in the lecture room, superintendent, F. S. Gilbert, 3:30 p. m., Dr. W. F. Knox, of Portland, will address the Y. M. C. A. Men's Meeting; subject, "Sex and Health," 7:30 p. m. to 12 m., watch night service. Regular evening service. The organ prelude, Prof. T. S. Roberts. Music by the choir. Sermon, "The Master Passion of a Great Soul," Young People's hour, "Reasoning from a Blessed Present to a Glorious Future," Mr. F. Hall Reeves, presiding. Hour of reading and song. Vocal solo, "Nazareth," Gounod. Prof. Robert C. Walsh, Pantomime, "Nearer My God, to Thee." Reading: (a) "Sermon," Jefferson; (b) "Ring out the Old, Ring in the New," Tennyson. Prof. Elverson F. Biddle, Pantomime, "America," Mrs. Gladys S. Henderson, "Good Fellowship," by the Marion Lawrence class. Devotional hour "A Farewell and a Welcome." Happy New Year--"Goodbye Old Year." Thy death has taught me how the moments fly. What is my life but borrowed breath? Goodbye, goodbye.

**First Baptist.**  
Corner Marion and N. Liberty streets. Pastor, W. T. Tapscott, 549 N. Liberty street. Services at 11 a. m. and 7:30 p. m. Sunday school at 9:45 a. m. B. Y. P. U. at 6:30 p. m. The pastor will preach in the morning on "The Christian and the Changing Social Order." Quartets will be rendered by Messrs. Gile and Jank and Misses Gile and Dennison. "Angel Voices Ever Singing" (Neiglinger) and "With Thee, Oh Master" (Wooler). Evening subject: "The Time is Short." Quartet: "Nearer My God, to Thee." (Excell.) Hearty welcome to all.

**Reformed Church.**  
Corner Capitol and Marion streets, W. G. Lunkemper, pastor, Sunday school at 10 a. m. Service in German at 11 o'clock. Subject, "O Review of the Year." Monday at 1:30 p. m. Annual meeting of the congregation.

**St. Paul's.**  
Chemeketa and Church streets, Rev. Barr G. Lee, rector. Sunday after Christmas. Holy Communion, 7:30 a. m.; Sunday school, 10 a. m.; morning prayer with sermon, 11 a. m.

**First Congregational.**  
Corner Center and Liberty streets; preaching by Rev. P. S. Knight, at 11 o'clock a. m.; Sunday school at 10 a. m.; Y. P. S. C. E. at 6:30 p. m. There will be a sacred concert given by the choir with assistance by outside talent at 7:30 in the evening. The program in full is printed in another column.

**Unitarian.**  
Corner Chemeketa and Cottage streets, Rev. J. A. Cruzan, pastor. Sunday school at 10 o'clock. Public worship at 11 o'clock. Mr. Cruzan's sermon will be appropriate for the old year. Subject, "Successful Failure." No evening service.

**Christian Science.**  
First Church of Christ, Scientist, 440 Chemeketa street. Services: Sunday at 11 a. m. Subject of lesson sermon: "Christian Science." Sunday school at 10 a. m. Wednesday evening testimonial meeting at 7:30 o'clock. Reading room in the church open each afternoon except Sunday. All are cordially invited.

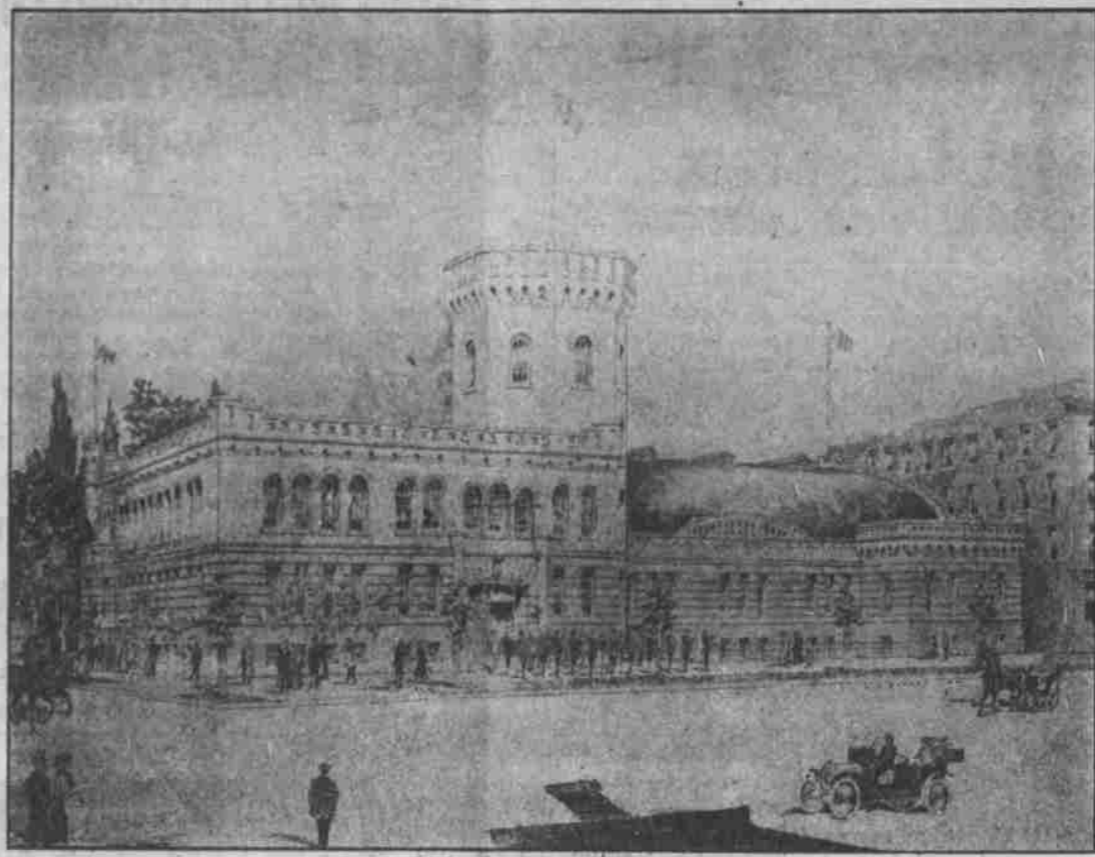
**Swedish Tabernacle M. E. Church.**  
Corner South Fifteenth and Mill streets, Rev. John Ovall, pastor. Preaching at 3 o'clock p. m. Watch night. Service night between old and new year. Service New Years day at 7 p. m. All most cordially invited to attend.

**East State Street Lutheran Church.**  
Rev. P. H. Schmidt, Pastor. Sunday school 9:30 a. m. Sermon 10:00 a. m. English services 7:30 p. m. Every 1st and 3rd Sunday of month. Everybody invited to attend.

**Unified Evangelical.**  
Cottage street, near Center. G. L. Lovell, pastor. Divine worship and preaching at 11 a. m. and 8 p. m.; Sunday school at 10 a. m.; Christian Endeavor at 7 p. m.; W. A. Baker, leader; prayer meeting at 8 o'clock on Thursday evening.

**First Christian.**  
Corner of High and Center streets, D. Errett, pastor. Preaching hours 11 a. m. and 8 p. m. Bible school at 9:45 a. m., Dr. H. C. Epley, superintendent. Christian Endeavor at 6:45 p. m., Miss Ida Marshall, president. Special music morning and evening. The public cordially invited and welcome.

**Central Congregational.**  
Corner of Seventeenth and Ferry streets, Rev. O. A. Stillman, pastor. Sunday school at 10 a. m. Morning



Salem's \$40,000 Armory. This is the most modern Armory in the state. It occupies a ground space of 100x163. The drill floor is 100x50. There is a disappearing stage and a balcony on three sides of the hall.

sermon at 11 a. m. Endeavor at 3 p. o'clock. Prayer meeting in South Salem, Y. P. S. C. E. at 7 p. m. Evening sermon at 8 p. m. Prayer meeting Thursday evening at 7:30 o'clock.

**Friends.**  
Corner Highland avenue and Elm street, N. Blanche Ford, pastor. Sunday school at 10 a. m. Meeting at 3 p. m. Y. P. S. C. E. at 7 p. m. Evening service at 8 o'clock. Prayer meeting Thursday evening at 8 services.

**First Presbyterian.**  
Church street, between Chemeketa and Center streets, Rev. H. T. Babcock, pastor. Sunday school at 10 a. m. Morning services at 11 o'clock. Evening service at 7:30 o'clock. All are cordially invited to attend these services.

Jason Lee Memorial M. E. Corner of North Winter and Jefferson streets. W. C. Stewart, pastor. Sunday school at 10 a. m. C. W. Roberts, superintendent. Epworth League at 7 p. m. All are cordially invited to attend these services.

What is the use of sucking a filthy roll of tobacco called a cigar, anyhow? Be clean!

## A Skin of Beauty Is a Joy Forever



### DR. T. FELIX GOURAUD'S Oriental Cream OR MAGICAL BEAUTIFIER

GIVES A FASCINATING AND REFINED COMPLEXION. It is the duty of every woman to preserve her beauty, and even the most beautiful must protect their complexion. A faultless complexion, fresh, pure, and wholesome is something every woman desires and which can be readily obtained by using GOURAUD'S ORIENTAL CREAM. This well known preparation has been highly recommended by physicians, actresses, singers, and men of fashion for over half a century. It renders the skin like the softness of velvet, leaving it clear and peerly white. GOURAUD'S ORIENTAL CREAM cures Skin Diseases, relieves irritation, soothes and invigorates the skin, beautifies and improves the complexion and cannot be surpassed when preparing for evening attire.

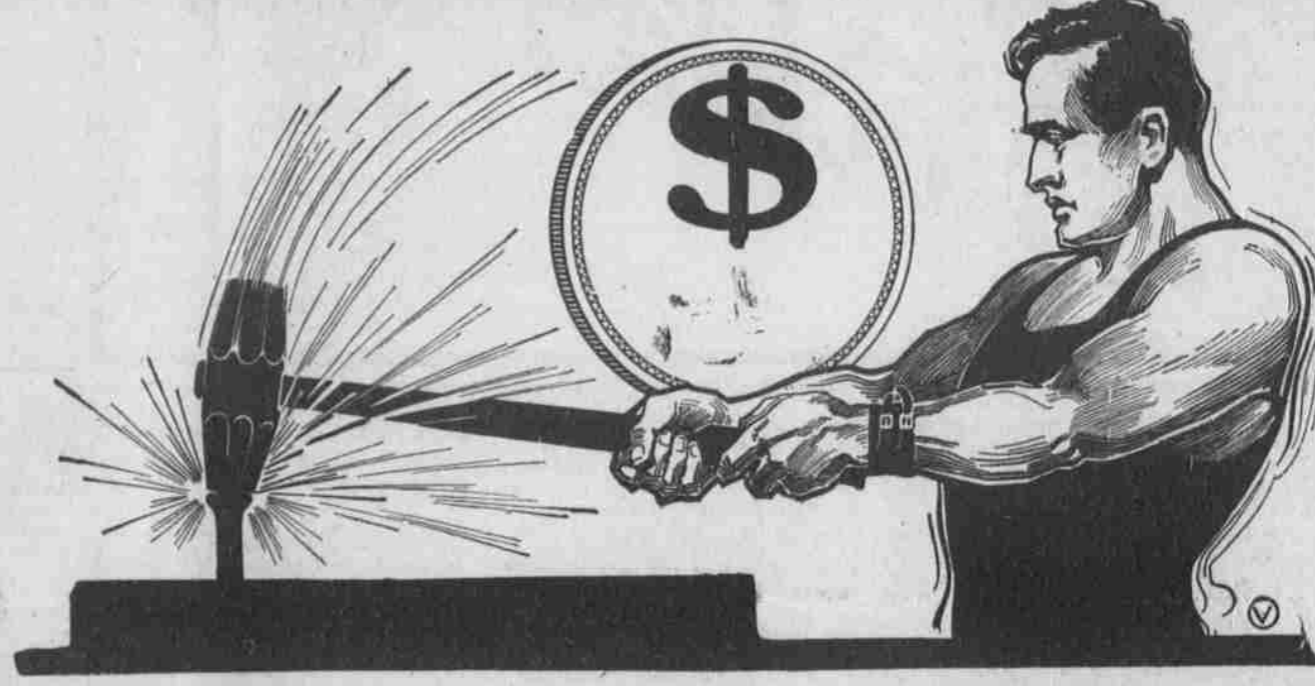
No. 6 FOR SALE BY DRUGGISTS AND FANCY GOODS DEALERS  
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Big Reductions on Furniture Ranges Cook Stoves and Heaters



Liberal Discounts on All Rugs Carpets Draperies and Bedding

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Purchase anything You may need in the Home-furnishing line NOW at Buren & Hamilton's Great Pre-Inventory Sale.

This sale includes everything shown on our four large floors excepting only a few contract goods. Furniture, Stoves, Rugs, Carpets, Draperies, Bedding, Crockery, Wall Paper, Pictures and Frames all go at big reductions. All goods guaranteed satisfactory same as when sold at regular prices. We want satisfied customers.

Just a Few of the Many Bargains we are Offering:

**EASY CHAIRS.**

Arm rocker, substantially built of hard wood, good size. Regular \$2.50 value.  
**Sale Price \$2.10.**

Arm rocker, well made of solid quarter-sawn oak, dull golden finish, upholstered in genuine leather; a good design, and a bargain at the regular price of \$7.00.  
**Sale Price \$5.85.**

Solid oak arm rocker, upholstered in genuine leather, large size, simple design, dull finish. Regular \$9.00 value.  
**Sale Price \$7.75.**

Extra large roomy Turkish rocker, upholstered in ood chase leather. A splendid value. Regular price \$18.00.  
**Sale Price \$13.75.**

**BED ROOM FURNITURE**

Full size iron bed; special \$1.75. Full size iron bed; regular \$4.50 value.  
**Sale Price \$3.85.**

Continuous post, chillsless iron bed, very plain, full size. Regular \$5.00 value.  
**Sale Price \$4.35.**

Extra heavy iron bed, 2-inch posts Veris Martin finish. Full size. Regular \$12.50 value.  
**Sale Price \$11.00.**

Solid oak dressers, dull finish, simple design, wooden knobs, large French mirror. Regular \$14.50 value.  
**Sale Price \$12.75.**

White maple dressers, large and roomy, with large French double mirror, finely finished and well made. Regular \$16 value.  
**Sale Price \$14.35.**

Solid oak chiffonier, wooden knobs, dull finish, five food-sized drawers. Regular \$8.50 value.  
**Sale Price \$7.35.**

**DINING ROOM FURNITURE**

Solid oak buffet, neat in design and roomy, large linen drawer; fine French bevel mirror. Regular \$20.00 value.  
**Sale Price \$17.50.**

Genuine oak buffet, 21x42-inch top, fitted with 10x32-inch French mirror, wooden knobs, finished dull golden. Regular \$22.50 value.  
**Sale Price \$19.25.**

Circular dining table, 44-inch top, eight-foot extension. Especially well built and finely finished; a beautiful as well as a serviceable piece of furniture. Regular \$20.00 value.  
**Sale Price \$17.25.**

Serving Table, built throughout of selected quartered oak, oil rub finish, large top. If you need a serving table look this up. Only a few left. Regular \$20.00 value.  
**Sale Price \$15.00.**

**CROCKERY.**

Portable electric lamp, Mission style. Regular \$3.50 value.  
**Sale Price \$3.10.**

Portable electric lamp, genuine brass frame, stained glass panes. Regular \$5.00 value.  
**Sale Price \$4.25.**

Large size heavy brass jardiniere. Regular \$2.00 value.  
**Sale Price \$1.75.**

Earthen jardiniere with insert

\$ .75 size. Sale price	..... \$ .60
\$1.25 size. Sale price	..... \$1.00
\$1.50 size. Sale price	..... \$1.25
\$2.25 size. Sale price	..... \$1.75
\$3.00 size. Sale price	..... \$2.25
42-piece dinner set, beautiful pattern in semi-porcelain. Reg. \$5.50 value	
<b>Sale Price</b>	<b>\$4.75.</b>

# Buren & Hamilton HOUSE FURNISHERS