

Make Oregon Great on Industrial Lines

RALLIES BEING HELD IN PRINCIPAL CITIES, MADE IN OREGON CAMPAIGN

CORVALLIS COMMERCIAL CLUB, HIGH SCHOOL AND COLLEGE JOIN THE INDUSTRIAL GAME

Annual Address of President McMonies of the Manufacturers Association--Movement to Wear Made in Oregon Clothing --Albany Will Have Exhibit of Home Manufactures--Appeal to the Consumers to Call for the Domestic Products --State Will Give Preference to Made Oregon Products.

The Made-in-Oregon campaign was given great prominence in the two daily newspapers at Corvallis the past week, and the public rally held by the Corvallis Commercial club was attended by a large crowd of the prominent business men of that place. Four representatives of the Manufacturers Association were at the meeting Thursday evening. The college was represented by Prof. E. D. Resler of the industrial department and several of the faculty. R. W. Raymond, representing the Lignite Safety Powder company of Portland, and Arthur C. Callan visited the Agricultural college and addressed the students in the interest of the Made-in-Oregon movement.

A banquet will soon be given at Corvallis to an excursion of Portland business men, and the entire menu will be Made in Oregon. Messrs. Biles, Raymond and Hofer made addresses for the Oregon industries, and received a great deal of generous applause. The relation of technical education and home industries was brought out strongly.

A. F. Biles of the Central Door and Lumber company and Col. E. Hofer of Salem visited the Corvallis High school and addressed an assembly of the students, kindly called by Supt. Kirk, formerly of Newberg. Each of the 300 students was given an Oregon First Consumer's League pledge to take home and have their parents sign the same and return them to the superintendent who turns them in to the Made-in-Oregon campaign manager to supply them with literature. Corvallis Was Enthusiastic.

Albany and Oregon City Next. This week there will be a Made-in-Oregon rally given under the auspices of the Oregon City Commercial club. Oregon City manufacturers have joined the movement and the date of the meeting will be announced in a few days. Albany follows next week with a big mass meeting at the Armory under the auspices of the Albany Commercial club. It will be held at the armory, and Albany manufacturers will be asked to make a display of their products in various lines. Albany has two of the largest furniture factories in the northwest, and yet people near by do not seem to realize that they have any duty to perform when they buy furniture. Ninety-five per cent of the furniture retailed in Oregon is made in the east. Albany will grow enthusiastic when it is shown how much money is circulated by the home payroll.

in Oregon making men's suits and several making women's flannels from which women's and children's dresses are made on a large scale, so that any proud Oregonian can dress his whole family so far as clothes go in the products of Oregon factories and tailors. Bishop Bros. of Salem and Pendleton, are interesting themselves in establishing a plant on a large scale to make tailored clothes for men and women from the products of Oregon mills. California tailoring establishments take orders for thousands of suits from Oregonians, and there is not a woolen mill running in that state. The movement to wear Oregon-made clothes will employ many people and will keep thousands of dollars at home every month.

Made-in-Oregon Baking Powder. At the Corvallis Made-in-Oregon gathering at the Commercial club I spoke of the fact that Dallas wheelbarrows had been placed in some of the Salem hardware and implement stores and Salem baking powder was being sold at Dallas, and that reciprocity in manufactures where we did not compete with each other was natural and should be encouraged. It was the way to build up home industries and at the close of the meeting M. B. Signs, a Corvallis grocer stepped up to me and asked for the address of the Salem baking powder manufacturer, and said he was going to order a lot and keep it in stock. There are probably a hundred thousand dollars annually sent away for eastern baking powder that could just as well be kept at home for the article alone. The Eppy baking powder manufacturer at Salem has got into the hands of the jobbers and there is not only a saving in price, but each package is put up in a standard fruit jar that the family can always use for putting up fruit. There are probably other baking powders made in Oregon that are just as worthy of the support of the people, and the consumers and the retailers and the hotel and restaurant people should give these manufacturers the first chance to supply the home market.

Made-in-Oregon Cereals. A little incident worth mentioning occurred during the Corvallis Made-in-Oregon campaign. Two of the manufacturers from Portland visited the high school and attended the cooking class where the young ladies were making bread. On the supply table was a sack of flour made in Tacoma, and when the attention of the teacher was called to the fact she said the same had been donated by a local merchant who was handling it. The bread was very good, but not as good, the teacher said, as they had been making

from flour from the Fischer mills of that city. Corvallis has developed quite a trade in flour and breakfast cereals. The incident is well worth noting because our state, which is one of the greatest milling states in the union, is also the dumping ground of enormous quantities of eastern flour--notably the Washburn flour of Minneapolis advertised on the cover pages of the magazines and the Ladies' Home Journal and the Saturday Evening Post--where a single page costs \$2000 a week. The eastern manufacturer is thus able to force his products into thousands of homes where the head of the family has not given the Made-in-Oregon idea any consideration. Portland manufacturers of rolled oats, wheat and other breakfast foods, and eastern and western Oregon flour are certainly worth giving the preference when this state produces the wheat and the oats from which they are made--and Oregon flour is from one to two dollars a barrel cheaper. But the price of the eastern products have to pay for the thousands of dollars spent weekly for the high-colored advertising. Made-in-Oregon products startle the home people and the home manufacturer is learning to advertise.

Made-in-Oregon Washing Powder. It is the little things looked after that make a state great, rich and prosperous. How many persons reading this paper ever took the trouble to inquire whether soap made in Oregon was being used in their homes or not? How many ever consider that so small an item as soap, Dutch Cleanser and washing powder used in their families was made in Oregon? Yet all these articles are manufactured here, as well as they can be made anywhere, and yet we send out annually hundreds of thousands of dollars. The Pacific Specialty company, 245 Grand avenue, Portland, put up the Five-Minute Washing compound that is sold in nearly every store in Salem, and how many of our readers ever thought to call for it? Perhaps their attention has not been called to it. This product has been endorsed by the Grocers and Merchants association and the Manufacturers association, and the firm has joined with the Made-in-Oregon movement and are entitled to the support of Oregon people.

They believe they have absolutely the best washing powder on the market. It is a concentrated, compressed product, contains no lye, acid, rosin or ammonia, does not injure the hands or finest fabric and will go a longer way than puffed-up look-alike powders. Same is handled by all the wholesalers of Portland, recommended and pushed by them. It is a product that Oregon has a right to be proud of. They have a piece of ground at Kenton, where they expect to build a large factory in the near future. This is one of the industries that everyone should encourage and become educated to calling for the product of this factory in our midst.

Manufacturers Annual Banquet. The annual banquet of the Manufacturers Association was held at the Multnomah hotel and was attended by about 250 members of the organization. A feature of the affair was the fact that the furniture and many of the furnishings of the hotel, and the bill of fare, excepting the wines, were made in Oregon factories.

Mr. A. F. Biles of the Central Door and Lumber company was one of the speakers and referred to the fact that the Pendleton asylum was being built by a Montana contractor and nearly all the construction material had come from outside the state. State Treasurer T. B. Kay said in letting word to the lowest bidder such was often the case, but the state board had decided that all the furnishings as far as possible should be given Oregon manufacturers. A letter was read from Secretary of State Ben W. Olcott saying that he was cooperating with the state purchasing agent to give preference to Made-in-Oregon products in every instance. As the Oregon manufacturers were the heaviest taxpayers it was no more than right to give their products preference, price and quality being equal.

Just before President McMonies delivered his address, considerable interest was aroused by a display of a "Made in Oregon" substitute for rubber, which was passed around the tables for the inspection of the guests. To all appearances the composition is rubber, and it is claimed that it can be used for 70 per cent of the purposes for which rubber is now employed. The Portland made substitute which will be turned out in a local factory under a locally-organized company, is said to cost only about 25 per cent as much as real rubber.

The following directors were elected for the ensuing year: Dan Kelliber, T. S. Mann, F. L. Knight, D. M. Dunne, John Montag, W. H. McMonies, A. N. Holton, and W. F. Scott. A number of guests at the banquet before the business session was closed sent in applications for membership.

President McMonies read a very able annual address, reviewing the progress of the "Made-in-Oregon" program. He said it was the duty of all manufacturers and their wives and employees to demand of Oregon retailers that they keep Oregon products.

President McMonies' Address. "It is with considerable pride that I call this meeting to order in the Hotel Multnomah," he said, "for the reason that in the construction of the hotel the owners have observed the 'made-in-Oregon' slogan and purchased vast quantities of 'made-in-Oregon' materials and goods, and because the issue, in furnishing and equipping this magnificent hotel, bought all the goods he consistently could from Portland manufacturers.

tions and employers of labor generally, has had a deterrent effect upon the upbuilding of industries, not only upon the Pacific Coast, but everywhere else in the United States. Capital does not know where all the agitation will end and therefore is chary, and small investors take their cue, of course, from the large capitalists and the large investors.

"Until capital is given more assurance that it can operate with a reasonable degree of safety and without being harassed by every muckraker and self-seeking office-holder, the industrial progress in this country, and naturally on the Pacific coast must suffer. To the thoughtful citizen it is apparent that the tendency of much of the state and national legislation is to depress rather than encourage activities which make for the country's material advancement and prosperity.

"In the meantime this great Pacific Northwest, this land of wonderful resourcefulness and boundless possibilities of remarkable energy and constructive ability is to some extent made to suffer. Until some radical change in the treatment of corporations and industrial companies generally is brought about, we will continue to feel the slowing up in business which has been noticeable for several years. I am happy to state that in spite of the conditions of which I have spoken, Portland and Oregon have been unusually well favored, compared with conditions in other sections. The city has held its head above water, and, generally speaking, is the most prosperous city on the Pacific coast. All statistical matter obtainable goes to prove this statement. Portland is the most talked-of city in the United States today.

"If we, each of us, who are here tonight will see to it that he asks for 'Made-in-Oregon' goods first, and has his family do the same, and also has his employees, it will not be very long before we will have a dozen factories to where we now have one.

"There are few of the necessities of life that we do not make here in Oregon, and all that is asked of the people at large is to insist on the retailer supplying the 'Made-in-Oregon' product. Have your wives demand 'Made-in-Oregon' spices and breakfast foods and flour and jellies, flavoring extracts, soaps and washing powders, and baskets and woodenware, and 'Made-in-Oregon' cloth for their suits, and you will be doing a good thing for yourselves and for the entire state.

"There is no limit to the possibilities, but each and every one of you must do your share and make it a point first to inquire of yourself before buying anything. Is the article I want 'Made in Oregon'? If so, I will give the 'Made-in-Oregon' goods the first chance.

"Carry the 'Made-in-Oregon' idea into your business life.

"Talk it to your office force.

"Talk it to your factory force.

"Talk it to your friends.

"Talk 'Made in Oregon' to your family.

"The result of your personal activity soon will bring results to you and your business which will be readily apparent.

"I will briefly review some of the recent accomplishments of the Manufacturers association.

"The association conducted a 'Made-in-Oregon' exposition at the Meier & Frank store. Forty-five of our members put in exhibits of their products, and not a few put in working exhibits.

"The association succeeded in having established two factories, and we expect soon to be able to announce the addition of several more to Portland's growing list.

"The menace of prison-made goods has long threatened to make extensive inroads into the industrial life of this state. The Manufacturers association, after lengthy consideration, took up the matter with Governor West with good preliminary results.

"You will be interested to know that through the efforts of the Manufacturers association the Multnomah Hotel company placed orders for over \$110,000 worth of goods with local manufacturers.

"The Manufacturers association has carried on a general 'Made-in-Oregon' propaganda through the newspapers of this state. This special feature was inaugurated this year, and we have received clippings from various newspapers which, when pasted together, would make 20 pages of the Oregonian or the Journal or the Telegram. The clippings received do not fully tell the tale, as many papers printed the articles and did not send the clippings to the office of the association."

Secretary Vincent read his report for the year's business, showing a nice balance on hand.

A letter was read from Hon. Ben W. Olcott, who as a member of the State Board of Public Institutions, pledged himself to do all in his power to promote the 'Made-in-Oregon' idea and give the preference to the products of Oregon industries. His letter was warmly applauded.

L. Samuel spoke of Oregon millers who put up their flour in sacks made in the east, when just as food sacks could be made here. He spoke of the loss of the Pacific Monthly, having a salary and expense list of \$150,000. He displayed a suit he wore "Made in Oregon"--all but the buttons.

Mr. Holman of Howe, Davis & Kilham spoke for the printing trades, having a payroll of over a million per annum.

Mr. Arthur Callan spoke on Oregon needs, first of which was cooperation. He suggested that the Oregon Development league get back of the Made-in-Oregon idea with its 125 commercial clubs. The manufacturers themselves must cooperate.

Joe N. Deal spoke of his work in Washington for better freight rates.

Chas. Coe spoke of the woolen industries. Oregon produced six per cent of the wool, and only one-twentieth of that in the manufacture of woolsens.

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WONDERS of NATURE Surrounding AGATE BEACH

- 1st. "UNCLE SAM" at rest, smoking a Perfecto.
- 2nd. "THE DUCHESS" 80 feet high, with all the dignity of her station.
- 3rd. THE GRANDEUR surrounding the Light House grounds.
- 4th. THE "SUB-MARINE GARDENS," showing many wonders of the deep.
- 5th. The "SHOOTING HORNS," large and small, which at certain stages of the tides throw spray hundreds of feet into the air.
- 6th. "LION ROCK."
- 7th. "HAY STACK ROCK."
- 8th. THREE CAVERNS, one on the North, two on the South of the Cape.
- 9th. CLIFFS AND ROCKS, on which millions of birds roost.
- 10th. "OCEAN CREST" and "Sunset Head" from which the most magnificent views imaginable are to be had over ocean and land.
- 11th. "IRON MOUNTAIN" a tramp up which makes a delightful day's outing and from where a perfect view of all the beauties of the Yaquina Bay country, including the Siletz Valley, is obtained.
- 12th. "THE HEADLAND" projecting into the ocean a mile and a quarter, being easy of access with good roads and walks, affords unequalled opportunity to enjoy the grandeur of the incoming tides and breakers.
- 13th. Moss-Agates, Cornelia, Moonstones, Water-Agates, Cloud-Agates, Jaspers, etc., uncovered all along the beach by the tides, give pleasant (as well as profitable) employment of "spare time."

Spare time, however, is not guaranteed at Agate Beach, as the above enumerates but a few of the things to see and do at this beach resort. Clams, crabs, and rock-oysters are abundant, and fishing from the rock for bass, ling-cod, sea-trout, etc., is both pleasant and exciting, while those who enjoy hunting will find plenty of game in the hills back of the Agate Beach property.

What other beach resort has so many attractions and advantages? Write the Agate Beach Land Co., 213 Board of Trade building, Portland, Oregon, for any information you desire, and don't miss seeing Agate Beach this Summer.

E. HOFER & SONS, Local Representatives