German Bakery

HIGHEST GRADE

Bread and Cakes

Everything in the pastry line

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Capital Furniture Manufacturing Co.

Upholstering and Repairing
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Farmers' Cider & Vinegar Works

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MAKES the best vinegar and cider on the market. When in need---let our vinegar work for you.

BELMONT AND COMMERCIAL *Salem, Oregon*

MADE IN SALEM

Salem Manufacturing Co.
Hood and Front Streets. Salem, Oregon

FRUIT GROWERS SHOULD USE MADE IN SALEM SPRAY

Dependable Brand Lime and Sulphur Solution

GIDEON STOLZ CO., SALEM, OREGON

THE FRAME SHOP 341 279 X (Com'l St., Salem, Ore.

MAKES AND SELLS

Pictures, Frames and Art Novelties

Salem Tile & Mercantile Co.

W. E. WILSON, Secretary

Manufacturers of Best Quality

BRICK AND TILE

SALEM - - - - - OREGON

One of Finest Attractions.

(Continued from Page 1.)

ces are used throughout, the canning and cooking being done by steam. One of the many products of the Salem Canning company is the Maraschino cherry which made Italy famous. A scientific research in this country has proved that a better quality of fruit can be produced here, and last year this company alone put up over 225 tons of these cherries. The preservatives necessary for the production of these cherries is manufactured by the local people who have worked out their own formula, and so are independent of the market in this line of purchasing. This concern distributed last year over three hundred thousand dollars among the farmers and fruitgrowers of this valley. Two hundred and fifty people are here given healthful employment, and of these a great many are women who depend upon this work to help support the family and purchase that new home they have been so long thinking about. These people all live here in Salem. They buy their groceries from Salem grocers, their meat from Salem butchers, their clothes from Salem merchants, lumber for their homes from Salem mills. Again, the raw material; the strawberries, gooseberries, loganberries, raspberries, blackberries, cherries, currants, plums, prunes, pears, apples, green beans, pumpkins and a number of other fruits and vegetables both large and small, are all purchased in and around Salem. This ready market enables the fruitgrower to build his residence and the small fruitgrower to pay the mortgage off his ten-acre tract. The large variety of raw materials used by this huge industry enables it to distribute its funds, one might say, broadcast throughout the valley, and yet all this money remains in Oregon and circulates here until some one purchases goods with it which are manufactured elsewhere, whereupon it goes to build up and enrich some other community, a rival city, at the expense of our own.

Here is the point: Up to this place in the story the local manufacturer has been an aid to the community, but the members of that community have done nothing for the manufacturer, and it is a sad fact that this is the place where most such stories end, yet these home industries and their success are of such vital importance to this locality why should not we who make up the community and receive the benefits above mentioned, purchase the goods which the home industries manufacture to the exclusion of the goods put up by a rival of the local manufacturer? If we would do this every home industry would be able to hire more help, purchase more goods of the growers, while these people in turn would be able to live better, build better homes and increase the standing of the community in general.

Rural.

So what can the farmer contribute? Why, all those of the home members. Whom labor is needed why not that manufactured here? Why not buy Salem made axes and electricity instead of supporting John D. by burning oil. When coffee is needed, get that roasted in Salem. It will have a better flavor and cost less as well as help a local merchant or site your neighbor's boy or drive his delivery wagon. Your tea might just as well be made and canned by Mrs. Fullerton, who makes them in Salem. Your laundry would come better made with Cooper's baking powder. Your overshoes might just as well be the work of Salem men as the product of the rival town.

Let us get behind the local manufacturers and help them to help to make Salem a bigger and a better city with a larger and more substantial payroll.

CONCRETE BRICK FACTORY STARTS OPERATION AT ONCE

As soon as a steam boiler can be installed the Oregon Concrete Brick and Tile Company, a new industry which has been recently established at Salem Front and River streets, will be turning out brick, uniform cubes which weigh every twenty-four hours. D. W. Wagner, the enterprise manager, intends to operate the plant both day and night and already has orders for enough brick to keep him running some of the summer.

Through extensive experiments work Mr. Wagner has been established that the best concrete bricks are made that this solid at least of lime, are first dried, crushed, ground, and in the result is not the material is mixed all in his work. A large concrete building 20x72 feet has been erected with a curing room 12x25, where brick to the value of which hold the bricks can be stored in safety until ready for use. Besides the bricks the plant has a capacity of turning out two thousand tile every eight hours.

A concrete sprinkling system will be installed in curing the tile brick machines, the large concrete silos and the other machinery about the plant. In a short time a large drying shed will be built next to the curing building and the Oregon Concrete will hold a spot to tile and lower the crude as that the bricks can be wheeled direct from the drying shed into the cars for transportation.

The modern method which Mr. Wagner uses in the manufacture of his brick and tile, combined with the excellent facilities which he has for obtaining the raw materials will enable him to put his product upon the market much cheaper than his competitor, and it is thought that he will have the hearty co-operation of local builders as well as the patronage of discreet buyers elsewhere.

CIGARS MANUFACTURED IN SALEM SECOND TO NONE

(Continued from Page 1.)

sweeter cigar than his neighbor. In the city of Salem lives a man who has been very successful in his line and his La Corona 10c cigar has been a favorite on the coast for more than twenty years and his Tashmoo 12½c as well as the Bun Ton 5c, have won their way to success where other brands have been discarded and forgotten. Only the best Havana tobacco is used in their creation. In fact, they are made on honor and sold on merit. Wherever a "Tobacco for Sale" sign hangs out whether over a palatial store or over a city stand, there you may find the La Corona and the Tashmoo. And why not. They are manufactured here in Salem by a man well known, are made on honor and sold on merit. Then again we would be supporting more cigar makers in a little while and thus add to Salem's payroll, and the money paid to the army of men would drift down the slides of commerce and follow the channels of trade. No city is healthily prosperous without a substantial payroll and how can a payroll be maintained unless we give every preference to home industry. The success of a city depends not upon the bonus paid to encourage a new industry, but the manner in which we support that industry when it is established. Smoke a La Corona cigar and boost Salem's payroll.

HAMMOND LUMBER COMPANY HANDLES IMMENSE BUSINESS

(Continued from Page 1.)

business from the ground up. This company is one of the largest on the Pacific coast and has extensive plants in Washington, Oregon and California. Men think five hundred people are given employment by this company in Marion county and $22,000 is distributed monthly from their payroll alone.

Although a large local business has been built up with a small portion of their huge output of 22,000,000 feet can be consumed here and carloads of their lumber manufactured in this county find their way to every state in the Union and not a little of it is shipped to foreign countries.

In connection with the lumber yard, which is located at 149 South Twelfth street, a large store is maintained where every kind of building material is handled, and all necessities necessary to the completion of a large building can be found at their establishment. In fact they handle everything in the building line from nails to window sashes.

EFFLEYS PERFECTION BAKING POWDER MADE IN SALEM

One of the earliest pioneers of the great State of Oregon continues which is now being waged in this state to hold manufacturers and industries in it. H. Effley, the well known Salem grocer, manufacturer and inventor of Effley's Perfection Baking Powder, has for the longest period of time in the "Beaver State" on his goods. A notable fact concerning Mr. Effley is that he was the pioneer in the manufacture of baking powder.

Being of an inventive turn of mind, Mr. Effley merely as a hobby, he was credit with the powder, began experimenting in the baking powder line and finally hit upon a chemical combination which began selling on the market in the way of baking powder. Where it has found its way into the homes nothing else is ever used and the large plant on East State, which is capable of turning out several tons a day, is often taxed to its limit in order to supply the great demand both in the local market and in the business of the state.

EXCELLENT HEATING SYSTEM MANUFACTURED IN SALEM

T. M. Barr, of this city, is the inventor and manufacturer of one of the best hot water heaters on the market. It is called Barr's Economy Boiler. Mr. Barr has made this boiler for a number of years and it has been placed in houses and office buildings in all parts of the state. Recently it was installed in the new hotel at Albany and in the new Carnegie library in this city. It has been placed in a number of Salem fine residences and in some of the new houses in Astoria.

This heater has been installed in both and residence buildings in Corvallis, the Cooper bank building in Independence, the hotel at Dallas, in the Dallas school and in many buildings in Portland and Albany. It will be placed in the Davis-Lafky building now being erected in this city.

Mr. Barr's heater is one of the most economical on the market and is manufactured entirely at his plant in this city, and it is worth the while of any prospective purchaser of a heating plant to visit him before making his final decision as to heating.

SALEM CO-OPERATIVE FRUIT UNION HELP TO GROWERS

A historical account of the Cherry Fair would be incomplete without a statement of the triple functions performed by the Salem Fruit Union. This is a co-operative stock company for the purpose of marketing green fruit, drying the products of over one thousand acres of prunes owned by members of the union, and a cannery to handle all the surplus fruit that can not be shipped or dried. The Fruit Union thus forms a safety-valve for surplus fruit products and an automatic regulator of prices.

For instance, this year there was an over-production of the magnificent Oregon gooseberry. The local cannery could not handle them all so the Fruit Union opened it cannery and disposed of the over-supply of its own members in a very satisfactory manner. Thus the union is in a position to handle over-production in many lines. It can take up in an elastic manner fruit of any marketable variety. The union buys all its cannery stuff and pays the market price. As a result of this system it has been able to add thousands of dollars to the earnings of the fruit growers who are members of the union by holding up the market fairly well the union has saved thousands of dollars to growers outside of the organization.

The Salem Fruit Union was organized in 1910 and has paid two dividends of eight per cent each. The organization is prohibited from paying more than an eight per cent dividend. From sixty to one hundred and twenty people are employed on a piece-work schedule, packing and handling fruit. The payroll amounts to about $2000 a month. The union has a contract this for one hundred tons of Royal Ann cherries that are put up in barrels for what is known as maraschino fruit. This shipment alone will bring the growers $10,000 at 4½ cents per pound.

The season of 1912 opened with strawberry shipments on May 28th. Then followed gooseberries, loganberries, and cherries. Other fruit like raspberries, blackberries, apples and pears will be handled as the season advances. Manager Smith expects to send out a large shipment of green prunes and operations of the Salem Fruit Union are very satisfactory to the growers and a source of pride to the city.

THE FRAME SHOP, ARTISTIC PICTURE WORK

At 279 North Commercial street, in Salem, Oregon, there is a small art store, known as the Frame Shop, which is filled with all that is pleasing to the eye and where one can spend an hour or more if one wishes, viewing the many works of art assembled there.

These picture frames are made and finished on the shop under the supervision of E. Monroe Gilbert, who has had wide experience in the picture and frame business, having studied with Tonetti. Mr. Gilbert is a competent artist and has many original designs and reproductions in oil, water color, or pen and ink.

To properly frame a picture is a very important matter and requires natural talent as well as artistic skill, which only comes as a result of long years of practice. Picture and frame selection demands a parting home as all others as perfect arrangement. The frame makes or mars a picture as a work of art, according to the skill or lack of skill of the framer. An expensive frame does not always improve. Many times the soft and more delicate colors and shadings are shown to more of the cheaper woods. But whatever the material used, or however difficult the object to be attained, the result is sure to be artistic if the devoted artistic hands the signature, The Frame Shop.

COTTON GLOVE FACTORY A SALEM INSTITUTION

Strangely and without any blister or scarcely there has sprung up in our thriving city an industry known as the Glovers Glove Company which proved soon to become one of the wonders of its kind in the Northwest. Although starting a year or so ago on a small scale, it has increased its capacity by leaps and bounds and is now employing thirty people and manufacturing from eighty gloves per day. This is an increase in two years of 240 per cent.

The policy of this factory has ever been quality in preference to quantity, and so well has it adhered to this that its product is becoming more and more increasingly in demand. At the present time there are enough orders on file to keep the plant running into August, and for each day new hands are coming in. The gloves made by this company are so far superior in quality to those of their competitors nowadays that the local market has been completely captured by this enterprising firm and they are winning favor in every new territory in which they are sold.

Within the next few days eight new machines are to be added with a capacity of 250 stitches per minute. All of the machines are run by electric power and are operated with but little effort.

Barr's Economy Boiler

The most perfect, sanitary, economical and reliable hot water heater on the market. Will heat anything from a two-room cottage to the largest hotel or office building. Can be installed for a moderate cost.

INVENTED AND MANUFACTURED BY

T. M. BARR & CO.

SALEM : : : : OREGON

Oregon Rug Company

....AND....

Capital Soap Works

Manufacturers and Tanners of

All Kinds of Leather, Rugs, Robes, Furs, and Angora Skins for Chapps a Specialty.

GAME HEADS MOUNTED

Highest Market Price Paid for Goat Hides

LACHELE & JEPSEN, Props.
1230 FERRY ST. : : SALEM, OREGON

MODERN HAT FACTORY LOCATED IN SALEM

Salem has an up-to-date hat factory where one can have anything from a doll hat to the last Parisian models. Mrs. P. E. Fullerton is the proprietress of this establishment. Her suits and hats are the last word in style and her manufacturing department is equipped with a hydraulic press, a sewing machine and a steam boiler. They manufacture their own plaster casts, do their own designing and follow the Paris models, in fact, one can have made any shape hat they desire.

FENCES, HOP BASKETS AND GATES, MADE IN SALEM

Few people know that Salem is the proud possessor of nearly seventy manufacturers, but every one knows that Charles D. Mulligan, proprietor of the Salem Fence Works, makes the best hop baskets on the market. His baskets are guaranteed not to rip, ravel or run down at the heel. Whenever you see a good swinging gate, one of those kind that doesn't sag and get all out of shape, the chances are it was manufactured by Charles D. Mulligan. He also manufactures a slat fencing that is the best on the market and used quite extensively throughout this portion of the valley.

GROWS FROM ONE MAN SHOP TO EMPLOYER OF TEN

To come to Salem, establish a business, and increase the same from a one man shop to a 10 tailor plant, is the record of D. H. Mosher, Salem's leading tailor. The secret of his success is largely explained by the fact that the stamp of his personality is on every garment, and no piece of cloth leaves his shop except through his hands. That is why his parlors are the farthest in the state, outside of Portland.

Mr. Mosher always carries a substantial line of woolens. He is always on the lookout for good goods of which his shelves is filled.

Oregon Made Woolens are his specialty. He wears them—notice how neat they are. His men wear them, and are among the best dressed in Salem. Why not, be an Oregon Made suit made by a Salem tailor and thus help and be helped.

WARM AIR FURNACE MANUFACTURED IN SALEM

The story of Salem manufacturing institutions would not be complete without mention of the Anderson Steel Furnace Co., located in Salem. This is the only furnace company on the Pacific Coast. It makes a furnace which burns wood or coal. They are built on scientific principle especially for the fuel of this country. The company also builds hot furnaces and school room heaters. This is one of Salem's leading manufacturing concerns and is destined within a short time to be one of the largest manufacturing institutions in the West.

LARGE TILE FACTORY DOES BIG BUSINESS

Backed by three of Salem's leading business men, the Salem Tile and Mercantile company, which is located near the Fair Grounds, has rapidly grown until today they are the leading manufacturers of clay brick and drain tile in the Willamette Valley. All sizes of drain tile is made by the company whose ambition is to meet the needs of each individual purchaser.

From the clay pits to the kiln the work is all handled by experienced men who have made the brick business their life study. Special care is taken by the burners who always keep the kilns at the right temperature while burning so that the bricks are as durable as stone.

W. E. Wilson, their progressive secretary and manager has recently closed several extensive contracts and a plant is being done on rush orders. This company takes a pride in patronizing home labor as much so whenever the same is available.

Mr. Business Man, remember that some of your business come from the payroll of the Salem Tile and Mercantile company and don't forget them when you are figuring on your next building plan.

OREGON BREAD MADE FROM OREGON GRAIN

L. M. Reeder, proprietor of the Capital City Mills, is one of Salem's most progressive business men. For years he has bought wheat from Oregon farmers, and made the best Oregon flour. He believes in stimulating home industry, and purchases exclusively of Salem merchants whenever possible.

Flour made by his firm is forward its way into all the bakeries and most of the homes in Salem, and it gives complete satisfaction. He also manufactures self-rising pancake and biscuit flour, which is used in none.

Could a Salem man do better than buy a Salem flour, made from locally grown grain?

Patronizing home industries is good in theory; why not put it into practice?

The Consumer

AND THE

The Manufacturer

Are brought together through the colums of

The Capital Journal