

# State Schools and Some Statistics About Them



**STATE INSTITUTION FOR FEEBLE MINDED**  
Dr. J. H. Thompson, Superintendent  
Established in 1907, its object is to train the feeble minded youth to become useful to himself and helpful

to others, to provide them a home, and to care for the idiotic and epileptic. The average number of inmates is 306. Employees 35, and pay roll \$2,600 monthly. It has farm of 635 acres 320 under cultivation.



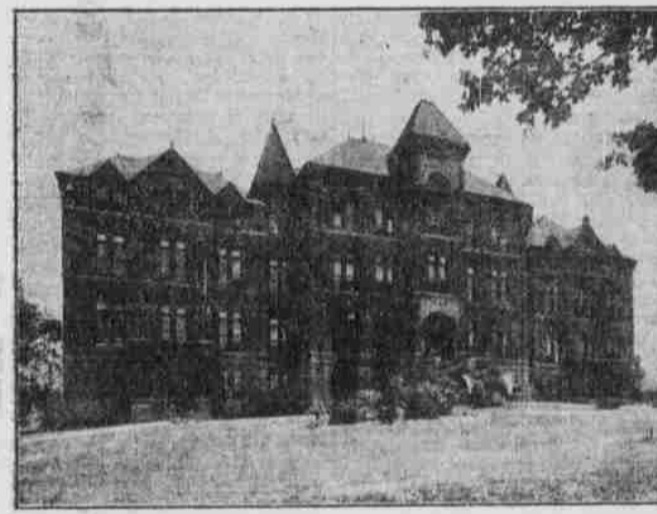
**OREGON STATE TUBERCULOSIS HOSPITAL**  
Dr. G. C. Bellinger, Superintendent  
Was established in 1909, its purpose is to provide treatment for tubercular patients, and to teach fundamental

al rules of right living for those afflicted with the disease, and how to avoid its spread. It is beautifully located on 149 acres of land, 65 of which are under cultivation. The monthly payroll approximates \$1,000.



**OREGON STATE SCHOOL FOR THE BLIND**  
E. P. Moores, Superintendent  
Located in Salem, has beautiful grounds, convenient buildings and suitable apparatus for instruction of the blind. It is free to all the blind

youth of the state, and to those whose sight is so defective they cannot receive an education in the public schools. Besides the superintendent there is a matron, four instructors and eight other employees with a monthly payroll of \$900.



**OREGON STATE TRAINING SCHOOL**  
Will S. Hale, Superintendent

Was established in 1891 and opened in November of that year, "for the confinement, discipline, education, employment and reformation of delinquent and incorrigible boys, between the ages of ten and eighteen years. Boys are sent there until they are

21 years old but may be paroled after one year. It is located about five miles southeast of the city, on the Southern Pacific, has a farm of 500 acres, about half under cultivation. Besides the superintendent there are 16 employees and two chaplains and a physician. The latter do not reside at the institution. The pay roll approximates \$1,000 monthly.



**OREGON STATE SCHOOL FOR THE DEAF**  
E. S. Thilghast, Superintendent

Was established in 1870 in connection with school for the blind, but separated two years later. It is purely educational in its objects, teaching written language and also in addition

to sign language, to read speech from the movements of the lips. It also gives practical training to fit pupils for becoming independent, self-supporting citizens. There is a matron, nine literary and three special teachers, four supervisors and twelve employees. During the school term the monthly payroll is about \$1,590.

# Commercial Club Makes Splendid Showing for Year

(By W. M. Hamilton, President Salem Commercial Club.)

The activities of the Salem commercial club during the year, 1915, have been multitudinous and varied to extreme degrees. Some of the activities have been strenuous and prominent before the public while a very large portion of the activities have been the development of different movements through the personal and individual work of the paid employees, officers, and special committees of the club. Although mention has been made of such work in the press from time to time, no one person can have an accurate conception of the amount of united effort put forth by the various members on club work, because no one person or group of persons can know of all the work accomplished by all of the other members, as much work is done of which no written record is ever made.

Occasionally, someone expresses the idea that the club is not active. It is safe to say that persons who think so have not even read what has been written and printed regarding the club's activities from time to time, to say nothing of recognizing the fact that much is done that is not recorded. Therefore, if one really wishes to become informed in such matters he may do so by reading, and filing away for reference, the various reports which are made by the employees, officers, and committees of the club, and the various reports news items that appear in the press. A complete file of the above year constitute quite a volume, and reports and news items for the past would certainly dispel the idea in anyone's mind that the activities of the club have been but few.

### What Club Has Done.

Following is a brief summary of some of the activities:

Participated in the Oregon irrigation congress in Portland by sending a committee of four, including the manager to represent the club and take part in the proceedings. The "Try Salem First" slogan was coined by the manager of our club and a campaign started to carry out the idea of the slogan. In doing this, a series of letters were written to housewives, business men, and others in Salem, calling attention to the principles set forth in the slogan of trying to buy the articles you desire at home before purchasing them elsewhere. It is always understood, of course, that if the desired article cannot be purchased in Salem at a reasonable price that the purchaser is fully entitled to purchase the same elsewhere after having made the effort to get it in Salem.

In addition to these letters, the club put advertising cards in the street cars, ran general advertisements in the newspapers, had the slogan printed on stationery, and supplied merchants with cards bearing the slogan which were placed in the store windows. The result of the above campaign and the work done later along this line by the club has undoubtedly firmly established the slogan in the minds of many of our citizens. The result has been that whereas some persons have thoughtless made their purchases outside of Salem in the past without first trying to get the article here, they are now trying Salem first with resulting benefits to all.

**Boosted Loganberries.**  
Assisted in putting on a loganberry advertising campaign in the Saturday Evening Post, Good Housekeeper, and Iowa Homestead, in conjunction with the local wholesale fruit firms, and many hundred sample boxes of the dried loganberries were shipped by the club to numerous points in the east, which were productive of many repeat orders, and no doubt formed the entering wedge for many large orders in the future.

The establishment of the flax industry in Oregon was started by the club in January, and many men prominent in the flax industry in Europe as well as in this country were consulted, and the club, with the assistance of the governor and that of Marion county legislative delegation and others secured an appropriation of \$50,000 from the state legislature for the establishment of this industry and others. The necessary machinery has since been purchased and installed at the penitentiary and the first crop of flax planted, raised and harvested, and part of it is now in the process of being retted. The value of this industry to Oregon will be tremendous.

Four thousand booklets descriptive of Salem and the Willamette valley were ordered by the club from the Willamette valley exposition association and distributed upon request of easterners and others, for information concerning the valley. The pamphlet was carefully prepared by able writers and the articles were confined strictly to facts. All glittering generalities and exaggerations were eliminated, as well as all highly colored lithographs and half-tone illustrations which might tend to create an exaggerated idea of the country.

**Sent Out Information.**  
The club received from 100 to 200 inquiries each month from easterners and others asking for information about Salem and the Willamette valley and the above mentioned books, together with proper letters were sent out in reply to all of these inquiries. No literature however, was sent out except in response to inquiries.

A dinner to the farmers was given at the Armory in April at which several hundred farmers were in attendance and afterwards were entertained at the theatre. Assisted in securing exhibits for the Panama-Pacific exposition, and through its efforts secured some very fine specimens of the flax straw and fibre which were exhibited at the exposition and created a great deal of interest, among flax fibre buyers.

Installed many road-signs on the roads leading to Salem, showing the distance from different crossroads to the city. Participated in the celebration of the arrival of the Willamette Valley Southern railroad at Mt. Angel.

Sent out circular letters to the farmers of the Salem rural routes asking for suggestions from them as to how the club might serve the interests of the

farmers residing in the vicinity of Salem.

Sent out circular letters to all of the other commercial clubs in the northwest, asking for suggestions from them as to the lines of effort they found most productive of good results in their activities, which brought forth quite a number of valuable suggestions.

Assisted in the retention of the county agriculturist, Mr. Luther J. Chapin, but was finally compelled at the end of the year to leave this matter in the hands of the county court as the club did not feel justified in bearing the expense any longer.

**Re-organized the Club.**  
By far the largest undertaking of the year was the reorganization of the club and the membership campaign which followed in the latter part of May. The wonderful results obtained are known to everyone interested in Club affairs, and the tremendous effort put forth by the members in this work is highly commendable.

Immediately following the reorganization came the Cherry fair which was conducted under the auspices of the club and was pronounced by nearly everyone to have been one of the best and most successful Cherry fairs ever held in Salem.

Secured a stop-over of the Liberty bell in Salem by considerable effort, and thereby afforded many thousands of people the pleasure of seeing this national historic relic.

Distributed hundreds of bottles of loganberry juice to the delegates to the Shriners and Elks conventions as they passed through Salem.

Conducted a corn show which was pronounced by everyone to be one of the most striking exhibitions of what can be grown in the vicinity of Salem in this line. The show was of particular merit as it demonstrated to many newcomers in this community that as good corn can be grown in this vicinity as can be grown in the east.

Assisted in providing for a poultry show, which will be of far more than local interest.

Assisted in the formation of the Salem Floral society, which promises to do good work in the beautification of our city.

Assisted in the formation of the Oregon loganberry association, which, however, has been inactive of late, due to no fault of the club, as the latter merely undertook to help in the formation of the association, which it accomplished.

**Established Market Days.**  
Assisted to a great degree in the social service center work by furnishing a paid secretary who attended to a large portion of the work, including distribution of clothing, etc., to persons in need, and finding employment for those in need of work.

The legislation and taxation department investigated, very thoroughly several matters of pending state and federal legislation and made recommendations to the representatives of the community and state, in both bodies as to what action seemed advisable to the committee.

Established a series of farmers' market sales days at which various kinds of produce and farm implements and supplies are auctioned off by an auctioneer supplied by the club. This effort on the part of the club seems to be appreciated by a large number of farmers and others.

A swimming pool was established on Minto's island for the benefit and use of the public, and for the protection of young boys and girls in particular, besides affording pleasure to thousands. The result has proven effective in preventing many of the drownings that usually mar each swimming season.

Several prospective industries such as sugar beet factories, lace factories, etc., were investigated and the advisability of undertaking to establish them in Salem was considered, but only one or two of the propositions were deemed desirable and these the club succeeded in getting established in Salem, which, although small, will add to Salem's prosperity.

Several prominent men were brought to Salem who delivered very interesting talks to the club members at different times, including such men as Mr. Duncan Marshall, minister of agriculture of Alberta Province, Canada, Edward W. Trefz, field secretary United States chamber of commerce, and others of their type.

**Secured Hog Buyers.**  
A couple of our citizens were induced through the efforts of the club to enter into a hog buying and shipping business and as a result several carloads of hogs have been collected and shipped to Portland by these gentlemen, at prices which were very satisfactory to the farmers who sold the hogs.

Assisted in having W. A. Taylor retained from November 1, to December 4, as Marion county representative at the Panama-Pacific exposition, no provision having been made from other sources for his retention beyond November 1. Those who are familiar with the valuable work done by Mr. Taylor will appreciate the value of the club's services in this respect.

Held several meetings in an effort to find a means of marketing all of the produce grown in the vicinity of Salem. Progress is being made along this line and satisfactory results are hoped for by those in charge of the work.

Entertained hundreds of visitors by auto rides, etc., including the state convention of Women's Missionary societies, state convention of Women's Federated clubs, national convention of Women's Christian Temperance union, Land Grant congress, Pennsylvania railroad officials, State Press association, the Panama-Pacific exposition, and through its efforts secured some very fine specimens of the flax straw and fibre which were exhibited at the exposition and created a great deal of interest, among flax fibre buyers.

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Endorsed and urged the establishment of a new wagon bridge across the Willamette river at Salem, and through the individual work of its members has succeeded in bringing the project to a point where the establishment of a new bridge seems assured.

The credit rating work of the Business Men's League department of the club has been carried on actively each month and several hundred new ratings have been added to the records during the year, thereby greatly increasing the value of the department.

The freight rate committee appeared before the Interstate Commerce commission and pleaded for an elimination or marked decrease of the local rate that is added to the through rate from the east, thus placing Salem in a terminal zone. Results of this meeting will be known before long.

Lack of space prevents mentioning all of the activities or describing fully those which have been mentioned, and in considering the volume of work done by the commercial club, the old saying should be remembered that "still waters run deep."

**Co-operation Will Win.**  
The results that are accomplished by a commercial club are the results that are accomplished through the efforts of its members to a very great degree, and the greatest results can only be obtained through the cooperation and help of all the club's members.

It must be remembered that the word "cooperation" means not merely helping to do those things which one WANTS to do and LIKES to do, but also helping to do those things which one does NOT always WANT or LIKE to do. The latter is true of cooperation.

The success of the club is proportionate to the prevalence of the true American spirit among its members, typified by the pledge, "the pleasure of the majority shall prevail, and I pledge them my hearty support."

Each of us cannot always have his own way ALL of the time. We must learn to GIVE as well as to TAKE, and in commercial club work all loyal members will be slow to criticize and quick to offer suggestions and assistance to those who are devoting their time and energy to the work of the club. It must always be remembered, that those who DO thus devote their time and energy, are doing so out of loyalty to the club and the community, and for the indirect benefits that they hope to enjoy therefrom, in common with all other members of the club.

(By Ottmar H. Luck, manager Salem Commercial Club.)  
Boosting a city differs from legitimate community development as widely as artificial special sales differ from legitimate merchandising.

One is pursued through sensational methods, but its results are temporary and disastrous. The other is accomplished by truth, hard work and action, and by doing simple things that are really lasting and beneficial to the community. This is the kind of work through which we seek development, and our results will come gradually and surely if every citizen will make a resolution to cooperate

with his fellow townsmen in accomplishing the work we need to do.

**Cooperation Brings Results.**  
This is the only point we want to emphasize just now. In order to make our city a better place for residence and business we will need the active assistance of men and women. Very nearly anything can be accomplished when citizens work together.

**Ours is a Community of Common Interests.**  
We have seen cities in which community view and individual interest are separated. Idle gossip and competition have given birth to cliques that narrowly cross each other on any one point that is brought up for consideration. We can easily avoid their mistakes, for Salem is not a city in which one side favors a proposition because the other side opposes it. Ours is the opportunity to work together and gain ground through common action.

**Salem Doesn't Play Caesar.**  
There are towns that have been controlled by one influential man whose individual power has retarded all development, while he got all that was coming to him. Fortunately ours is not a city of bondage. We are free to cooperate for the common good.

**We Are Neighbors.**  
We have heard of towns in which neighborliness has been wiped out by the accumulation of wealth and the establishment of social distinction and class lines.

Harmony of thought, purpose and action always has been the prescription for better cities. Let us all remember that. If we will stand together in 1916 for the promotion of health, morals, education and business, we will harvest a "bumper crop" of good results.

**Commercial Club Producer of Joint Action.**  
The Salem Commercial club is the best medium to bring together the people of our community for the development of common opinion and joint action. Any man who is not a member of the club, I hope will realize very strongly the advantages of joining us immediately so he can cooperate with other public-spirited men in the good work that can be done for the benefit of Salem and its surroundings.

(By W. J. Saley, Director Agricultural Department.)  
Since the reorganization of the Salem Commercial club last June the Agricultural department, through its committees, has undertaken several important matters, some of which have been completed and others are yet unfinished.

**Sales Days.**  
Realizing the necessity and importance of providing better market facilities for the producers living adjacent to Salem, a series of "Sales Days" was planned for the summer and fall.

Under this plan an auctioneer and a place is provided for the storing and sale of anything that anyone has to sell. These days were held twice a month during the late summer and fall and proved very beneficial to those who had surplus livestock, produce, farm implements, etc., for disposal. These "Sales Days" will be resumed in the spring.

**Public Market.**  
A public market place was established at the corner of Liberty and Ferry

streets in the summer, which has proven quite successful, although it is yet in the experimental stage.

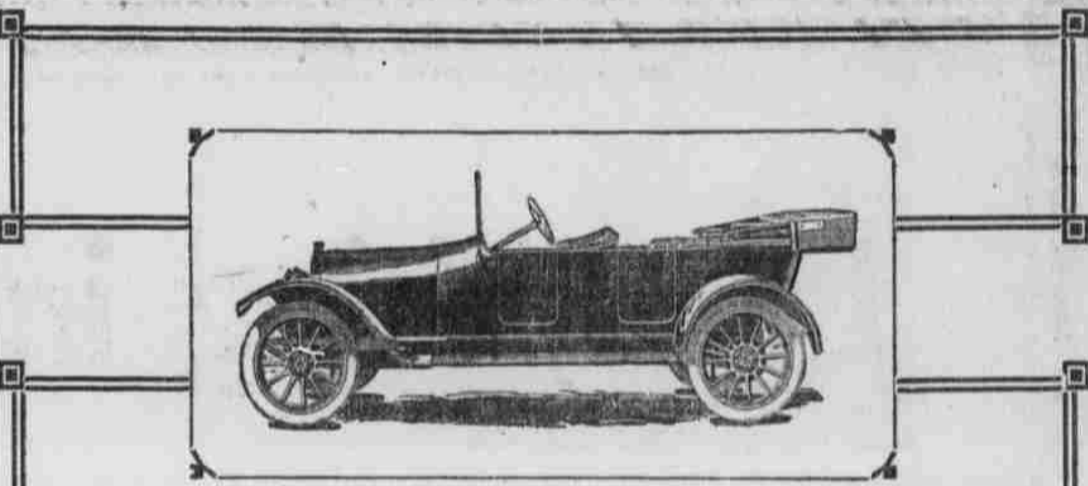
**Hog Markets.**  
Producers bring their produce into the market twice each week, ten stalls having been provided for use of these stalls. Many times all ten stalls have been in use, and as a usual thing, everything is sold out clean before evening, clean before evening.

**Corn and Potato Show.**  
Doubtless the largest exhibit of corn ever made on the Pacific coast was shown at the Corn and Potato show, December 1 to 4, inclusive. The cash prizes offered for the best exhibits at this show were provided by the Capital National bank, Ladd & Bush bank and Dr. E. E. Fisher. All other expenses were met from the funds of this department; and the ultimate success of the show was due to the personal efforts of L. J. Chapin, former county agriculturist, who had immediate charge of all details in connection with the exhibition.

That corn of quality equal to any raised commercially in Oregon is no longer any question. It has been demonstrated to the satisfaction of all the "doubting Thomases." The writer saw a visitor from Kansas, who was on his way home from the Panama exposition, making a very careful and critical examination of the exhibits. He was heard to say, "I am surprised at this; I have always heard that corn could not be raised in Oregon, but this is as good corn as I have ever seen." When told that a farmer four miles west of Salem had raised a thousand bushels of such corn on ten acres of ground, his surprise was even greater, and he went away with a new idea of the resources of Oregon.

**Meetings With Farmers.**  
This department realizes that there is much to be done here for the improve-

(Continued on Eighteen.)



# Sudden change in Autoworld

## Brisco Motor Company Greatly Enlarged

### Becomes Dominant Factor in Automobile Industry

This places Jackson, Michigan, among the greatest automobile manufacturing cities of the nation and the Briscoe Co. have ample capital to handle their business. The Briscoe have taken over the following firms: The Argo Co., Jackson Motor Parts Co., The Metal Products Co., The Lewis Spring & Axle Co., and the Marion Motor Car Co.

The wonderful demand for the Briscoe Cars have brought this about. The Kissel Car Company are distributors for the Pacific Coast, with agencies at San Francisco, Los Angeles, and Portland. The Portland office will soon be their new building, one of the finest in the State.

If you wish to see the latest in car building see a Briscoe Car, a car not complicated, but so accessible that anyone can make minor repairs and so easily managed that a lady or child can operate one with the utmost safety.

Clutch can be taken out in fifteen minutes, engines can be exchanged from a four to an eight cylinder in an hour's time. Nothing has been forgotten on this car as the most experienced car builders of three Countries have worked within closed doors on this car until it was perfected.

Phone 1577-J and we will be glad to demonstrate this car any way you wish. Which will you drive this season, a four or eight cylinder.

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