

# PRESIDENT STEUSLOFF'S ANNUAL ADDRESS TO THE COMMERCIAL CLUB

## Reviews Work of Year and Pleads For Continued Support of Club

To the Members of the Salem Commercial Club—Gentlemen: Pursuant to custom, I beg to take the opportunity in retiring from office to speak to you concerning the activities of the Commercial Club during the last year.

A review of the detail of these activities I leave to the report of the manager, but I cannot too greatly emphasize the fact of the increasing responsibilities and labors that have been placed on the club owing to the fact that our nation is engaged in a gigantic struggle to preserve its own integrity.

Commercial organizations throughout the country were called upon by our President, to become centers of community war activity, and I am most proud to be able to say that our organization has responded capably and nobly.

The idea has been expressed that the club during the war times is a sort of luxury that should be abandoned. Exactly the contrary is the true state of the case. It would be as far sighted to close up the meat markets and grocery stores, as it would be to close the club.

social department of the club. "My idea is that the membership of the club elect a president, vice-president, secretary and treasurer, and six others to act with these as directors. To these ten will be added the director elected by the Business Men's League, bringing the total to what it now is. The departmental idea can be continued by the appointment of committees by the Board of Directors. I submit the plan for your consideration. The point is that there is no end of difficulty in getting the various bureaus together for any action. It has been found almost impossible even to get them together once a year to elect a director. The notable exception has been the Business Men's League. This department has always included a bunch of red hot live wires, perpetually connected with something. They are ready at all times and in all places. When they are called together for action they come, and go into action. I think I have nothing further to offer. I beg to express my thanks to the membership of the club, and to those with whom I have been associated in the office of president, for their unflinching co-operation and courteous treatment of me at all times.

Looking back there is a view of solid accomplishment. Looking forward there stands an array of things to be accomplished. Let us all stand by for community and national service.

FRID W. STEUSLOFF, President.

## Report of Manager

To the Members of the Salem Commercial Club, Gentlemen: I have the honor to submit to you the report of the management of the club and its activities for the year 1917 and 1918. This report will not be as intelligent as it might have been, if made by Mr. McDaniel, since he has been in touch with the work of the club for the last two months only. I have, therefore, been obliged merely to go into the club records and recite to you in approximately a chronological order what the club has been doing during these past months.

It appears from the records that one of the first things which was considered since our annual meeting last year, was the first liberty loan. This was one of the first if not quite the first government activity which the club was called upon to undertake, and it is most significant to my mind that at once the Commercial club was called into action as being the logical vehicle for such activity.

The question of transportation across the Willamette river also has engaged the time and attention of members and committees of the club, throughout a great portion of the year. The matter of securing some temporary means of convenient travel across the river during the time of the construction of the new bridge was one which engaged the club and was solved first in one way and then in another. The records of these matters are extensive and it is perhaps sufficient to say that every conceivable method of solution was brought up and considered, and the ferry idea finally adopted.

It should not be forgotten that the club was the main factor and agent in securing a new bridge. The matter was fought out under rather adverse circumstances and the fact that today we are about to open a new bridge is no small effort on the part of energy and ability of organizations along commercial lines.

Since last the club met in annual session, one new industry has been added to Salem's growing list, in the presence of Wittenburg-King plant, opened for business last fall and going strong ever since. The club was a factor in co-operating with movements that brought this plant to Salem. Still another achievement which may fairly be credited to the club and its members is the erection of a new Southern Pacific depot, close to the site of the old building which long ago had outgrown its usefulness. This building is now nearing completion and it is obvious that it means much as touching the improvement of travelers concerning the capital city of Oregon.

Civic action which engaged the attention of the club this last year, was the matter of certain charter amendments affecting a certain paving contract between the city of Salem and its residents. Considerable controversy was had, which controversy the club did not take sides but did provide a thorough hearing of the entire question, that it might be satisfactorily adjusted by the people at the polls.

half of the Social Service Center, which is a regular bureau of the club. Through the agricultural department, a most successful corn show was held in December, said by neutral observers to be the best show of its kind in this part of the country. "The club auditorium has been remodeled and the Woman's club becomes a sort of an affiliated member of the Commercial club. Since this time the club has been host to the wide variety of organizations both local and visitors, too numerous to begin mentioning. During the year, various war gatherings were held with the co-operation of the club, all of which have served to show us why we are at war and to stiffen the morale of our people generally. Three veterans of the Canadian army spoke to overflowed houses here. Lt. Hector McQuarrie was a visitor. Two other Canadian veterans came during the third liberty loan drive of which the manager of the club was chairman for the work done in the city. The club took up and investigated the matter of the community war chest gathering, information and statistics thereon, which will be of use at a future date should it seem the sense of the members that a community war chest will be a good thing. The bridge matter came up again, during the high water of the winter months, when traffic thereon and connection with the opposite side of the river was seriously threatened. Quick action on the part of the club again saved the situation.

I have been able in this swift review only to strike upon a few of the more salient points of the club's activities. If Mr. McDaniel were here, he could no doubt recite hundreds of items of which I am not aware. We have carried on nothing of what may be called club propaganda since my incumbency in office for the very good reason that we have been too infernally busy to be able to stop and tell about them. I can speak with a great deal of emphasis regarding the work of the club since May the first of this year.

In electing me the directors told me that six hours a day would be all the time the club would demand. They should have said sixteen. The work of the food administration, carried on through the club has grown to amazing proportions. The work of the state council of defense is also demanding very much of our attention. The club has staged two war rallies this month. It has sent the Cherrians to Portland to put on their minstrel show for the benefit of the men in the Vancouver barracks. It has entertained a state grange, the state P. E. O. and the state jewelers. There is scarcely any matter of civic activity that does not come to the club in one way or another. I have been unfortunate enough to hear intimations that the club was a totally unnecessary expenditure upon the public life of the city, and that it might with propriety be now abandoned. You might as well talk about throwing out the banks and expect to do business. There is not a day goes by, and scarcely an hour when some urgent demand is not made upon the executive department of the club. Without the club, the city would find itself at the present time most seriously handicapped. I beg to state that in my judgment, there has never been a juncture in the history of the city when the Commercial club had the opportunity to do good work as it has now. There was never a juncture when it was as necessary as it is now. There was probably never a time that it has done any better work than it is doing now. The idea gains ground that little or no promotion work is being done by the club. This is quite erroneous. We are receiving dozens of letters every week from all points of the country, expressing interest, asking for information and literature, all of which are immediately answered and there can be no doubt but that in the long run the absence of a Commercial organization would be severely felt.

"I think that there is nothing I need say further. The club is organized for service. Service is its middle name, and it actually is serving. Further comment would be superfluous."

ROBERT S. GILL, Acting Manager.

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## CANADIAN SOCIETY WOMEN SEND SPHAGNUM MOSS DRESSINGS



Do you know where there are any beds of Sphagnum Moss? If you do please report this information to the Red Cross Society. Dressings made of this moss are being used in every hospital and dressing station serving the Allied Armies. As far back as the Napoleonic wars moss was used for this purpose, but not until 1915 did any large demand for it arise. In 1916 it was found that the supply of moss available in England was insufficient and an appeal was made to Canada. Canada answered that call as she has answered all others for help and supplies. Prof. Porter of McGill University, explored the bogs of eastern Nova Scotia in an endeavor to locate moss similar to the samples sent over from England. His hunt was rewarded by finding a grade of moss which the medical authorities pronounced "perfect" and the first sphagnum moss dressings to be sent overseas were made from this moss in the fall of 1916 by the Junior Red Cross of Bayshore, Nova Scotia. To the late Harry James Smith, of New York, is due much credit for the progress of this work. At his own expense, he established a sphagnum organization at Achat, N. S., explored various localities on both the Atlantic and Pacific coasts for moss fields; collected, prepared and donated to the Red Cross great quantities of this moss. When the American Red Cross formed a sphagnum department it was placed under his control. Mr. Smith was killed in an automobile accident in British Columbia in March, while searching for moss for the Canadian Red Cross, and thus set the seal to a life of exceptional generosity and nobility. The work of the McGill University Women's Union in maintaining a sphagnum department since 1916, has been of inestimable value. Not only have moss and dressings been prepared in large quantities, but experiments have been carried on to test the value of various Canadian mosses. The Union was organized during the first weeks of the war from among the families of the Government and staff of the University, and has been active ever since in providing "soldiers' comforts" for McGill graduates and students on active service. Some conception of the amount of work done by these women can be gleaned from the fact that McGill's quota numbers more than 2,200. The accompanying photographs show members of the Union working on moss in its various stages of preparation. Inquiries regarding this work may be addressed to Miss S. M. Bainbridge, Hon. Sec. Committee on Sphagnum Dressings, Canadian Red Cross, care McGill University, Montreal.

## Loving Rivals

They share the secrets that help the younger to add to her youthful charm and the older to keep hers. Tonight it is the secret of Pompeian BEAUTY Powder, the powder that adheres so smoothly to the face and neck, imparting an exquisite pearly luster and fragrance to the skin.

Thethree new Pompeian preparations shown here have met with great success in New York. They can be used separately, or together as a "Complete Complexion Toilette." They are guaranteed pure and safe by the makers of Pompeian MASSAGE Cream.

**Pompeian Beauty Powder**  
Adds a pearly clearness. Stays on unusually long.  
Pompeian BEAUTY Powder  
Imparts a pearly clearness to the skin. Stays on unusually long. Has a delightful fragrance. White, flesh, and brunette. In a beautiful purple and gold box. 50c at the stores.

**Pompeian BLOOM**  
A rouge that adds the final touch of youthful bloom. Imperceptible when properly applied. Do you know that a touch of color in the cheeks beautifies the eyes, making them darker and more lustrous? Comes in three shades, light, dark, and medium (the popular shade), and exquisite perfume. Made in a cake that won't break. Sold in a vanity box with French puff and mirror, 50c at the stores.

**Pompeian DAY Cream**  
Whitening keeps the skin smooth and velvety. Protects it against the weather and dust. Delicately fragrant. Can be used as a foundation before applying Pompeian BEAUTY Powder. 50c jars at the stores.



## CROP-SAVING DRIVE FINDS WOMEN AND CHILDREN WORKERS

Outlook Now That Sufficient Help Will Be Secured To Do Work

The campaign for saving the crop has reached the following conditions: It has been definitely decided that the stores will not close at any time in order that the clerks may do their part in picking cherries and Loganberries. It has developed that hundreds of women and children who have never worked in the berry season are willing to do their best, and have signed pledges to help in saving the crops. Several women who were out canvassing yesterday report the women and children most willing.

It has developed that with the people willing to work, the big problem is that of transportation to and from the fields and if the transportation can be cared for, there will be laborers for the work. The U. S. employment bureau on State street has had volunteers from automobile owners who have agreed to carry out workers each morning and return with them in the evening. The committee in charge of pledges from auto owners include Ben E. West, David W. Eyer, John W. Harrison and Wm. Gahleitner. This committee reports there will be enough cars and that within a day or so, arrangements will be made to district the town and a certain price assigned where people can find these cars at 6 o'clock each morning.

Those wishing to be taken into the country should phone the U. S. Employment Bureau on State street, phone number 268. So far about 50 cars have been promised. Four cars are wanted Sunday morning at the Spaulding Logging Company's office to carry pickers out to save a certain cherry crop. Telephone the U. S. Employment Bureau about it. The Y. W. C. A. has completed arrangements for the girls' camps at the orchard of Mr. Roberts. The camp was completed today and everything is in readiness. The first work will be in cherry picking. The U. S. Boys Working Reserve, under the supervision of the Y. M. C. A. is sending out a number of boy scouts, under the supervision of scout masters. It is understood about 25 boy scouts will come from Ilwaco, Wn., with their scout master. From McMinaville 30 boy scouts will go Monday to the Mardick farm near Brooks, according to the Rev. E. N. Aldrich, in charge of the Boys' Working Reserve.

## PRESIDENT SUGGESTS IMPORANT CHANGES IN CLUB BY-LAWS

Think Bureau Organization Too Large Extent Is Not Practical

The business affairs of the Salem Commercial club will be handled the coming year by the officers, the directors of the Business Men's League, and the director of the Social department and the manager of the club, according to the suggestion of President Fred W. Steusloff, delivered at the annual meeting held last evening.

To bring about this re-organization for the management of the club, a committee was appointed consisting of Gideon Stolz, H. W. Hamilton, Chas. H. Fisher and C. S. Hamilton. The difficulty in securing concerted action by the directors of the seven departments and the failure of the members of these departments to elect directors for the coming year convinced President Steusloff that the affairs of the club could be handled better by an executive committee.

In regard to the subscriptions for the maintenance of the club it was decided to present contracts to 16 members for one year only which are to continue in force until the club is notified in writing that any member wishes to withdraw. The annual membership dues will be \$20 the same as in the past. At the annual session last evening the following officers were elected: President Fred W. Steusloff; vice president R. C. Paulus; secretary, Chas. H. Fisher; treasurer, S. B. Elliott. The election of a manager will come before the executive committee and it is understood the Rev. R. S. Gill, who has had charge of the work for several months will be continued in this capacity.

The club voted to endorse the bill presented by Senator McQuarrie relative to country should phone the U. S. Employment Bureau on State street, phone number 268. So far about 50 cars have been promised. Four cars are wanted Sunday morning at the Spaulding Logging Company's office to carry pickers out to save a certain cherry crop. Telephone the U. S. Employment Bureau about it. The Y. W. C. A. has completed arrangements for the girls' camps at the orchard of Mr. Roberts. The camp was completed today and everything is in readiness. The first work will be in cherry picking. The U. S. Boys Working Reserve, under the supervision of the Y. M. C. A. is sending out a number of boy scouts, under the supervision of scout masters. It is understood about 25 boy scouts will come from Ilwaco, Wn., with their scout master. From McMinaville 30 boy scouts will go Monday to the Mardick farm near Brooks, according to the Rev. E. N. Aldrich, in charge of the Boys' Working Reserve.

## WOODWARD SPEAKS AT ANNUAL SESSION OF SALEM CLUB

Prominent Businessman of Portland Was Entertaining and Instructive

One of the most interesting and instructive addresses ever delivered before the Salem Commercial club was that of W. F. Woodward of the firm of Woodward & Clark, Portland, at the annual meeting of the club held last evening. The consensus of opinion of all present last evening was that Mr. Woodward would at any time be a most welcome guest at the club meetings.

As first vice president of the Chamber of Commerce in Portland and as a man who has taken an active interest in the welfare of that city, he was eminently qualified to talk on the Commercial Club problems. As to whether a Commercial Club was worth while he said: "You cannot do without a Commercial club. In a community life there must be some voice that will speak for the community. Cities as well as states and nations work only by co-operation and it is by the co-operation of 29 nations that we will win this war."

In regard to the general world conditions he said: "A new door has opened on this nation and we are stewards of a mighty task. This is no longer the United States of America. It is the united nations of the world. This country has entered into the great community of nations. We have adopted a new relationship toward the world."

As to the world trade conditions after the war, Mr. Woodward quoted from the report of an English commission wherein it was advised that state control and all restrictions of trade should be removed as soon as possible after the war. He said that five years ago in an address at the O. A. C. he prophesied that this nation should sooner or later become a maritime nation. Today Oregon is building more ships than any state in the union. As to the development of Oregon, Mr. Woodward had the figures to show that 60 per cent of the state was uncultivated, with a great part of this land in national forests and Indian reserves, and that it was more difficult for the state to develop on account of these conditions. As to the commercial problems, he said that our industries must be in a position to care for the boys when they come home from France and from army service, and that the proper caring for the returning soldier was one of the great problems of the state.

## FAMOUS CLOWN UNINJURED.

Hammond, Ind., June 22.—Harry La-Perle, the famous clown escaped unhurt in the wreck near here today. Len Moore, another clown, was injured.

JOURNAL WANT ADS SELL