

SANDY POST

Published every Thursday at Sandy, Clackamas County, Oregon.

"With charity and justice to all and malice toward none."

ORVAL G. BUTLER, Editor and Owner

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EDITORIAL

Duty of the States

In the opening days of the Oregon legislature now in session, scores of bills were introduced. A considerable proportion of them involved revenue and taxation. With but one exception—a measure proposing to reduce the state gasoline tax by one cent a gallon—all of them would, if passed, impose a further drain on the taxpayers.

That is the normal tendency of state legislatures throughout the country. But in these highly abnormal times, the lawmakers face an obvious duty which so far seems to have been generally overlooked. That duty is to spare state expenditures to the bone.

This year we will all pay higher Federal taxes. And, as every informed person knows, the in-

creases so far approved by Congress mark but a very short step along a very long road. Further tax boosts cannot be postponed for long—Federal income is now not meeting the regular expenses of government, to say nothing of the tremendous appropriations made for defense. In short, we are going to pay record-breaking Federal taxes, and the general standard of living will suffer accordingly.

The states don't pay for war machines. The world emergency has imposed no special burdens on them. And that goes for towns and school districts and counties and all the other myriad taxing bodies that cover the country. Local government must retrench as it never retrenched before. The best brains in local governments from governors down to village officials, must figure out how tax savings can be made. Let that be remembered by the many state legislatures which will hold their biennial sessions during 1941.

Life and Death Battle

Agriculture faces trying times. Only one thing is certain. It will be many a day before any substantial measure of stability or security is again attained. The farmer, like everyone else, is being swept forward on the crest of a wartime economy. Costs are rising around him like angry seas. He is threatened by a labor trek from farm to shipyard, unless he pays wages which few farmers can pay and stay in business. The cost of everything he buys, from wearing apparel to tractors, is steadily inching upward. The farmer must in some measure meet these rising costs by increasing the selling price of his products.

There is no doubt that agencies such as the farmer-owned marketing cooperatives will play a vital part in this life and death battle. Members of the marketing co-ops have found in the past that their marketing problems diminish remarkably when placed in the hands of these organizations of their own making, that have no aim in view other than stable

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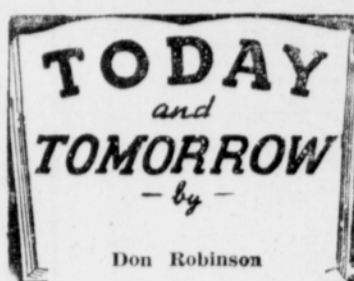
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markets and fair prices for farm products. They will find them doubly valuable in the future.



FLYING — — — — popularity

It seems likely that within five years after the war is over airplanes will be as popular as automobiles.

Factories all over the country are now being geared to turn out planes at record speed by mass production methods. When the war is over a tremendous economic jolt will result if those plane assembly lines have to stop.

The economic desirability of continued mass production isn't enough reason in itself for the American people to decide to buy planes. But there are plenty of other reasons that mesh right in with that program.

For one thing, before the war is over, hundreds of thousands of young men will have learned to fly. They'll be sold on flying, and they'll be the leading customers for private planes when they settle down to normal living.

Secondly, among the younger boys of America the interest in flying is amazing. In practically every town there is a Model Airplane Club; millions of boys are following with keen interest the program of Air Youth of America—and all of those boys know already that when they get a little older they are going to fly real planes.

And the third reason why airplanes will become popular overnight is that plane manufacturers will use such high-pressure sales methods and high-powered advertising that the most stalwart opponents of aviation will soon begin nursing a secret desire for wings.

OWNERSHIP — — — — advertising
Forward-looking airplane manufacturers are not going to wait until the war is over to start whetting our appetite for a plane of our own.

In fact, you're going to see advertising in the next few weeks which will make the idea of owning your own plane seem as natural as owning an automobile.

The sales talk will read a lot like automobile advertising. It will tell you how you can go 25 miles on a gallon of gasoline and that the down payment is only \$333. Then it will go on to explain that you can learn to fly in an eight-hour course which is given free with a plane.

Personally, I have no thought of buying a plane. I'll resist the idea for all I'm worth. But when

my small son is grown up I already picture him saying, "Dad, can I use the plane tonight?—I've got a date with a girl in Montana."

STOCKS — — — — — strike

After 15 years of complaining about poor business, I think it's time stock brokers took off their high hats and began mingling with the masses.

Instead of crying over the so-called "strike of the small investor," which is one of their chief explanations for the depressed circumstances, they'd do well to sit down with a few small investors to find out what the strike is all about.

One thing they would find out would be that the average small investor doesn't know how to go about buying stocks. If he lives in a small town, as most Americans do, he knows he can go down to the corner and deposit his money in a bank—but he's never laid eyes on a stock and bond store.

And if he did hunt out a broker's office in a nearby city, he'd be scared stiff to go in and leave a hard-earned \$100 bill. Before he parted with that bill he'd want to hear plenty of good advice on what was apt to happen to it. If he's going to buy a share or two in a big company, he wants to know how that company is doing, what its plans are for increasing profits and plenty of other inside facts.

But he can't expect to learn much from a broker with a little bill like that in his pocket. Oh, they might be willing to handle a purchase for him at an accommodation to the poor fellow—but they can't be wasting their time on petty cash. After all, their business depends on big money transactions.

That's what they think!—and that's probably why they're having such troubles today. Sometime they'll learn that if 10,000,000 people each spend \$100 it makes just as big a billion as a few large transactions. Then they'll go to the Main Streets of America—and maybe they'll even talk things over with the man with a \$20 bill.

It's true that the small investor is "on strike" against Wall Street—but he'd be willing to listen to reason if he was treated less like a picket.

GRAMMAR — — — — mistakes
A lot of people mentally "rate" others according to their use of English grammar.

Whether we think it's silly to do that or not—there are plenty of instances of people talking themselves out of possible jobs and even out of potential friendships by little slips in their speech.

Check-ups show that the two most common mistakes which people fall into the habit of making are: 1. The use of the word "don't" for "doesn't," and 2. the use of the word "come" for "came."

It would be interesting to keep count of the number of times you hear those words used incorrectly in a single day. Just listen in on few conversations for someone to say, "He don't know" or for another to say "he come downstairs" or "they come out to our house last night."

Most people who make those mistakes know better. Usually it's because they get the habit from hearing so many others misuse those words. In some places they're misused so much that to talk correctly makes you stand out like a Northerner in Alabama.

GERMAN MEASLES LEADS

OREGON CITY, March 4 (Special)—German measles with 33 cases, led the list of communicable diseases reported for the past week to the Clackamas county health office, it was announced Monday. With 80 per cent of physicians reporting, the following were totals: Measles, 33; chicken pox, 3; influenza, 3; scarlet fever, tuberculosis, pneumonia, gonorrhea, each 1.

Dale Carnegie
5-Minute Biographies

AUTHOR of 'HOW TO WIN FRIENDS' and 'INFLUENCE PEOPLE'

Dunning Letters

Here's a letter that served to collect \$2,200 from a customer who had been owing money for a year and a half. He had become angry; he'd sent in counter-claims; he'd sworn he'd never have anything to do with the company; but this single letter made him reach for his check-book; not only that but he remained a customer.

The letter received a prize from the Dartnell Corporation of Chicago as an example of an outstanding business letter. The letter was written by Emmet W. Below of the credit department of the Menasha Products Company, Menasha, Wisconsin. The letter:

"Dear Mr. Blank:

"Almost everyone has felt the pain of a toothache. It starts out with a slight fault, sometimes repaired, but gradually growing worse until finally the only solution to the problem is to have it pulled with one Herculean effort. This frequently leaves a bad after-effect. Many have had the experience of an injured jaw and know that it takes a long time to recuperate.

"Your account can be looked at in a similar manner. All along we tried to cooperate with you by letters and calls to reduce the account, but no amount of dentistry is going to save us the task of ultimate extraction now. The promised checks have not been received and because of this we

are going to have to make a date to turn this account over for collection. That date is November 20.

"This can be avoided by your mailing us today a check for immediate deposit of \$732.23 on your account and three additional post dated checks of not more than 15 days apart of \$500.00 each, taking care of the balance.

"The file on this account is being prepared at once and is being forwarded to our 'extractor' for presentation on the 20th, unless by that date we have received from you the checks as outlined.

"Naturally we are interested in the sales volume of your account and should we have to resort to other means for collection, it is going to be some time before you and likewise ourselves, get over an incident of this type, and again be on terms where we would be mutually interested in your carton requirements. It isn't easy to forget a painful trip to the dentist.

We regret that decisions such as this have to be made, and hope you won't find it necessary that that appointment with our dentist of collection be made."

Study the letter. It is somewhat lengthy. But every sentence holds the interest of the reader, and nowhere is it irritating, pompous or affective. See if you can't make use of its basic appeal in your next bill-collecting letter. And retain both a friendship and a customer.

Carnival Queen



HANOVER, N. H. . . Miss Jo-Ann Walters, of Rochester, Minn., chosen as Queen of the Dartmouth Winter Carnival, poses with the model which won the first prize in snow sculpture, and which was made the theme of the 1941 carnival.

This weeks
Sermon.

The Authority of Christ.

Lesson for March 9: Luke 19:41-20:8.

Golden Text: Luke 6:46.

Twice, it is recorded, Jesus was moved to tears—at the grave of Lazarus and when he wept over Jerusalem. If all the kings could have wept over their people, history would have been otherwise. Fancy the dictators weeping over the sins and sorrows of their countrymen!

Entering Jerusalem as a King, Christ confirmed that he claimed authority, and he exercised it when he attacked the stronghold of special privilege and swept the temple clean. Always the people recognized that he spoke "as one having authority." Even the winds and the sea obeyed him and the dead answered the imperial accents of his voice. That his enemies questioned his authority is proof in itself that Christ claimed authority and exercised it. When they asked: "By what authority doest thou these things?" Jesus answered with a question that put them to silence.

Though Jesus did not say by what authority he did things, who can doubt that it came from God? Accept the caption of the day's lesson and all that confirms it in the gospels and you cannot escape the sovereignty of Christ except in treason to the kingdom of God and your souls. Then hear him "as one having authority"

the expiration of four weeks from the date of the first publication of this summons, February 6, 1941; if you so fail to appear and answer, plaintiff will apply to the Court for the relief prayed for in his complaint, to wit: a decree dissolving the marriage contract heretofore and now existing between the parties and for such other and further relief as to the Court may seem just and equitable.

This summons is published by order of Earl C. Latourette, Judge of the above entitled Court.

The order is dated January 31, 1941.

Date of first publication February 6, 1941.

Date of last publication March 6, 1941.

BUTLER & JACK
Attorneys for Plaintiff.
200 Butler Building
Oregon City, Oregon

Church News

THE FIRST BAPTIST CHURCH of Sandy

The services of the Baptist church in Sandy will be held in the Grange Hall as usual next Sunday.

Sunday school at 10 A. M.

Preaching by Mr. L. C. Des Voigne at 11 A. M. and at 7:45 P. M.

Prayer meeting will be at the home of Mr. and Mrs. Harry Andresen, Friday evening at 7:30.

SANDY COMMUNITY CHURCH

Mr. Kenneth Nelson, pastor
10 A. M. Sunday School.

11 A. M. Sermon by Mr. Nelson.

6:30 P. M. Christian Endeavor.

7:30 P. M. Sermon by Mr. Nelson.

The Sandy Community church is holding nightly meetings at 7:45 p. m. The meetings are conducted by Evangelist J. C. Haffey of San Diego, California. Good music is furnished by the local orchestra. Everyone is welcome.

CHRISTIAN SCIENCE CHURCH

Regular services are held every Sunday at 11 a. m. in The Woman's club house in Sandy.

All are cordially invited to attend.

IMMANUEL LUTHERAN CHURCH

A. W. Schelp, Pastor
English service every Sunday

at 11 A. M.

Sunday School every Sunday at 10 A. M.

German service on 1st and 3rd Sunday of the month at 10 A. M.

Also supports full 8th grade Elementary school, Pastor, and Wm. P. Grunow, teachers.

ST. MICHAEL'S CHURCH

Mass at 9:30 a. m. the first two Sundays of each month.

Mass at 11:00 a. m. the following Sunday in the month.

Welches—Mass every Sunday at 11:00 a. m.

The Sandy Christian Endeavor Society meets at the Sandy Community Church every Sunday evening at 6:30 o'clock. Church services are at 11:00 a. m. and 8:00 p. m. on Sundays and Sunday School is held at 10:00 a. m.

Christian Science services are held every Sunday at the Woman's club hall at 11 A. M.

LEGAL

SUMMONS

In the Circuit Court of the State of Oregon for Clackamas County.

ALLAN H. COOPER, Plaintiff

vs.

ROSA LEE COOPER, Defendant.

To ROSA LEE COOPER the above named defendant:

In the Name of the State of Oregon; You are hereby required to appear and answer the complaint filed against you in the above entitled suit on or before

We Have Decided
to Continue
the
\$1.00 offer to
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POST
Until Mar. 22

