

### In The Mailbox:

Editor, Pilot: We note with interest the letter you received from P. D. Stark and published in the July 17 issue. We have never had the pleasure of meeting Mr. Stark—we are so busy still trying to learn this lily business that came to us back in 1937 that we just haven't had time to get acquainted with the many new neighbors who have come to live among us. It is suggested that a letter might help more of us to get acquainted.

I agree with Mr. Stark. Good bulbs! Good bulbs are good bulbs—and need no guarantee, and no grower can guarantee to control conditions after the bulbs leave his control. No successful bulb business ever guarantees anything but the bulb before it has left the field. Note the letter-heads and catalogs of all of the big firms.

Forcers always have demanded good bulbs and all reliable growers have supplied good bulbs. The trouble is there are too

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many lily bulbs. Fortunately—there are enough reliable growers to form a good backbone to the bulb business. They stick to one established price. This is all important. Buyers want such a stability. They have to have it or the business would have vanished long ago. First, we had only the Croft association to help hold the price. All reliable independent growers stick with this association on all points of vital interest to the lily industry. The co-op grew up among us. They have a legal right to set a price. The rest of us quote the same price for the sake of unity which is just as essential as good bulbs. The two go together in bulb business, or there is no business. Bulbs plus unity is business.

Since I've been offered the sales control of over half of the bulbs grown on the Pacific coast, I can't help but feel I must try to do all I can to help those who have started into lily business and put such confidence in me. Yes, it was real business that took me east. I belong to no organization but the "over-all" association. I went back as far east as New York and as far south as Washington, D. C. to study markets this year and last year. I don't need to go on selling trips. We firmly believe in organized trade. Certain dealers have bought our bulbs from year to year and will do so as long as we continue to grow good bulbs and give them credit for being honorable people. As I published last year—I am no market. We are glad to share our orders with all we can as long as our buyers will accept. Some have asked me to give up growing and to sell bulbs for other growers. I went to talk to the dealers about the advisability of taking the marketing of all the bulbs offered me, and to trace down some rumors. I'd go into a retail flower store, wholesale flower shop, a greenhouse or a dealer's office and present my business card. At once the recipient would look up and say: "We have our regular base of supply," or something akin to that fact. I'd say "I'm not here to sell bulbs. We are for organized trade. I just want to get thoroughly acquainted with the market." And I learned a lot. I didn't neglect my fields while I was gone. Mr. Editor, Stafford Lily Gardens are alive. We have the privilege of having eight splendid growers and their families connected with us. We all work together in every detail.

There are two things that make the lily business seem a turmoil. It isn't a turmoil if reliable growers go quietly ahead. This year they stick to the price, 10c, 20c, 25c and 30c. The dealers pay it. They didn't want the seven to eight inch cut below 15c, but the damage is done. The 5c lost, on 4,000,000 bulbs is \$200,000 lost to the bulb growers—who could just as well have had as not. Greenhouses don't want the price cut. If it is cut lower they threaten to grow other plants that will stay up where they can make money, to pay for their work.

This simmers it down to where the real trouble is. Don't forget the lily business is alive and going because reliable growers are sticking together on the price: 10, 20, 25, 30c and grow good bulbs. The real trouble is over-production and rumors. The saturation points on the market for Croft lilies is 4,000,000 for all the U. S. New York authorities put it even lower. There are estimated 6,000,000 bulbs to be sold this year. The exact value cannot be determined until after the digging time. You see, 4,000,000 is all that will sell—\$600,000 or more. But if rumors continue to reign here, we will get \$150,000

instead. The best remedy I know of for rumors is for all to be "rumor-killers" and not "rumor-carriers"—One good man among us does in that way. The rumor carrier says: "O, say, had you heard Mrs. Stafford is selling bulbs for 7 1/2c?" Rumor killer says: "Who said so?"

Rumor Carrier: "Mr. So-and-So!"

Rumor Killer: "Go tell him he's a liar." It really has cleared the air in one community. He hunted out the truth. Why don't people give everyone credit for being as honorable as they are?

When I was a child going to a country school, back in Iowa, every morning the teacher required each of us to respond to roll call with a quotation. One I learned has never left me. I believe you will find it as true as I have: "Be noble, and nobleness that lies in others—sleeping, perhaps, but never dead, will rise in majesty to meet thine own."

Rumors have cost this country a lot of money and have made a lot of unhappiness. If we don't take constructive interest in the lily business and cut out rumors and hold with the reliable gang of growers rather than destructive type, it will mean a loss of over \$250,000 to this community and property values will go down. Taxes will stay up. Figure it up. There are about 3,000,000 bulbs around here for sale in October. Greenhouses are already signed up for as high as 35c for sevens to eights. That will not change. Who is to have the difference—this community or the dealers? They've told me airily they don't want the price cut. But, of course, they are, not fools, if we have the bulbs to give away, regardless of cost, they can use up to 4,000,000.—Mrs. May Stafford, Harbor, Ore.

### Coming Events

Set Your Calendar By These—

Meeting of Board of Directors of Dist. No. 17 is the first Tuesday of each month.

Every Monday evening, 7:30 Boy Scout meeting at Odd Fellows hall. Scouts urged to be present at all meetings.

Every first and third Wednesday of month, Post 966, Veterans of Foreign Wars and Auxiliary Sidney Croft Lodge, A. F. & A. M. meets each second and fourth Friday of the month at the Odd Fellows hall. Visiting Masons are welcome.

Every Wednesday night at 7:30 Mutual Improvement Association, Harbor School. Old and young are invited to come.

Every Thursday evening, I. O. O. F. meets at the Odd Fellows Hall. Visiting Odd Fellows are welcomed.

Second and fourth Tuesdays of each month, at I. O. O. F. hall, Topaz Rebekah lodge. Members urged to attend, and visitors always welcome.

### Local News Items

Mrs. A. F. Pierce, local assistant the Brookings postoffice, spent her vacation visiting her son-in-law and daughter, Mr. and Mrs. Don Redfield, at Klamath Falls. Mrs. Redfield returned early this week with her mother for a brief visit.

Mr. and Mrs. Marlyn Johnston left Tuesday to continue their trip through Oregon. They visited at the B. J. Gould home the past few weeks.

W. H. Hibbard returned last Tuesday from Eugene where he had spent some time helping his son on the ranch.

Bill and Bob Shipley left Monday for a visit at Bandon. They

expect to return to Brookings next Monday.

More freezer lockers available at the Brookings market about August 1. The market informed the Pilot Monday expects to have another set of lockers here soon for use in addition to the few that have been surrendered by parties.

### PREVENT FOREST FIRES



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### WHEN WILL YOU BE SUE?

Should you or some member of your family be held liable for injury sustained by some person or persons, or for injury or destruction of property, arising out of an accident occurring either on or off your premises (including damage arising from ownership of dogs, bicycles, boats, etc.) would you have the protection to cover such liability? Investigate comprehensive personal liability coverage today—protection at a surprisingly low cost. Fire and automobile insurance handled efficiently.

Edith Ott Brookings, Ore.

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H. HAYES

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