

THE TURNER TRIBUNE

Turner, Oregon, Thursday, AUG. 15, 1929

F. J. Rowley, Editor

Issued Every Thursday at Turner, Marion County, Oregon

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"I pledge allegiance to the Flag of the United States and the country for which it stands. One nation, indivisible, with liberty and justice for all."

Overcoming Sales Resistance

"Overcoming sales resistance", is a phrase used frequently in big business circles in the busy life of today. Salesmen who qualify for this honor are commonly known as "High powered" salesmen. The most common are the life insurance agents who bring, wheedle and bluff their prospects, mostly young people, many of them under age, into signing a note for more insurance they want or some that they don't want. The agent who accomplishes this is lauded to the skies as "overcoming sales resistance". In reality he has forced something onto the prospect that he will probably be unable to pay for. He has made him skeptical against real, bonafide life insurance that is a help to humanity. He has made a sale to the prospect, he has got his commission but he has also added a patron to his company's roll that is dissatisfied with what he has got and to which he will drop in a few months with the balance of the note unpaid. The company who desire a lasting business do not approve of this method of getting business. If the agent has something to offer that the average person needs he will not have to resort to force gain the business. The trouble with most of these high powered salesmen is that they imagine they know the financial conditions of these prospects better than the individual himself. Whenever they get these high powered ideas out their heads and begin to deal honestly with the conditions of the average man then they will be a benefit to humanity instead of the reverse.

Protecting the Consumers

No this country isn't going to the dogs—not with able men like Rudolph Spreckels looking after our welfare. Here we have a man worth many millions of dollars. He could easily be spending his time playing in luxurious surroundings, but he is doing it? Not at all. Washington, D. C., is notoriously hot and uncomfortable in the summer time—and the Senate office building is far from cool. There are corridors in the building, frequented with senators and others working on the new tariff bill. These corridors are well shielded from whatever ventilation may grace the outside rooms. Is Mr. Spreckels toiling in the shade at some mountain resort? No he's been tramping these bustling corridors for weeks! Now this millionaire happens to be one of the largest sugar dealers in the country and as such, could be expected to have representatives present while the sugar tariff is framed. But Mr. Spreckels is too interested in our welfare to entrust the precious mission to anyone else. In a statement he said he "wished to protect the American consumer" from a tariff scale that might hurt. Yes, with Mr. Spreckels working on the thing himself we are reasonably sure the American consumers are "safe," at least from something untoward—like a drop in sugar prices.—Portland Daily News.

Unconventional, Me Eye!

A Lady had written to this newspaper objecting to the public appearance of pajama-clad men. "It is too unconventional," she says, and prepares to hide her face in blushing indignation if any rebel struts down the main drag in sleeping attire. Well, Lady, when you and your sisters started revealing ankles, calves and, then knees, some of the men thought it unconventional. But we were good sports, and didn't interfere. Heaven! We didn't say a thing when you started letting the sun shine on bare backs. Wasn't that unconventional? Have a heart Lady, have a heart!—Portland Daily News.

NOTICE TO CREDITORS

Notice is hereby given that the undersigned, by an order of the County Court of Marion County, State of Oregon, duly made and entered on the 13th day of July, A. D. 1929, was appointed administrator of the estate of Kiniah Hoffman, deceased, and that he has duly qualified as such. All persons having claims against said estate are hereby notified to present the same, duly verified as required by law, to Otto K. Paulus, 405 First National Bank Bldg., Salem, Oregon, within six months of the date of the first publication of this notice, namely July 18, 1929.

NOTICE TO CREDITORS

Notice is hereby given that the undersigned, by an order of the County Court of Marion County, State of Oregon, duly made and entered on the 3rd day of July, 1929, were appointed executors of the estate of Pauline Leeper, deceased, and that they have duly qualified as such. All persons having claims against said estate are hereby notified to present the same, duly verified as required by law, at the office of R. H. Basset, 503 Bank of Commerce Bldg., in the City of Salem, Marion County, Oregon, within six months from the date of this notice, to-wit: July 18, 1929.

ADMINISTRATOR'S NOTICE

Notice is hereby given that the undersigned, by an order of the County Court of the State of Oregon, for the County of Marion, duly made and entered on the 29th day of July, 1929, was appointed administrator of the estate of William Hall, deceased, and that he has duly qualified as such administrator. All persons having claims against said estate are hereby notified to present the same to him, duly verified, as required by law, at his residence, in the City of Turner, in Marion County, Oregon, within six months of the date of this notice. Dated this 1st day of August, 1929.

ADMINISTRATOR'S NOTICE

Notice is hereby given that the undersigned, by an order of the County Court of Marion County, State of Oregon, duly made and entered on the 3rd day of July, 1929, were appointed executors of the estate of Pauline Leeper, deceased, and that they have duly qualified as such. All persons having claims against said estate are hereby notified to present the same, duly verified as required by law, at the office of R. H. Basset, 503 Bank of Commerce Bldg., in the City of Salem, Marion County, Oregon, within six months from the date of this notice, to-wit: July 18, 1929.



SHERIFF'S NOTICE OF SALE OF REAL PROPERTY ON EXECUTION

By virtue of an execution issued out of the Circuit Court of the State of Oregon for the County of Marion on the 11th day of May, 1928, in favor of W. W. McKinney, plaintiff, and against A. L. Hiseokan and Mrs. A. L. Hiseokan, defendants, for the sum of three hundred and no/100 dollars, I. S. gold coin, with interest at the rate of 8 per cent per annum, from the 20th day of February, 1928, and the further sum of \$75.00 attorney's fees, and the further sum of \$11.00 costs, and accruing costs, I have levied upon and will sell at public auction, on Saturday, the 14th day of September, 1929, at 10 o'clock A. M., at the court house door in Marion County and State of Oregon, all the right, title and interest which the said A. L. Hiseokan and Mrs. A. L. Hiseokan, defendants, had on or after the 11th day of May, 1928, in or to the following described premises, to-wit:

Beginning at the Northeast corner of a tract of land conveyed by J. L. Parrish to Catterline and Hick by deed date November 24, 1887, and recorded in book 24, page 688, and recorded in book 24, page 688, of the Marion County Deed Records said tract being within the corporate limits of the City of Salem, as delineated on plat of Parrish's Addition "B" to the City of Salem recorded in book 1, page 89, of the Town Plat Records of said Marion County, thence South along the West line of Fifteenth (15th) Street extended sixty-four (64) feet; thence West along right angles with said Fifteenth Street and parallel with said South line of "B" Street one hundred sixty feet; thence North along said South line of East line of Fifteenth (15th) Street extended sixty-four feet to the South line of said "B" Street; thence East along said South line one hundred sixty (160) feet to the place of beginning. Terms of sale, cash, unless bid in by plaintiff.

Filed at Salem, Oregon, this 13th day of August, 1929.

O. D. BOWER, Sheriff of Marion County, Oregon.

By W. RICHARDSON, Deputee.

NOTICE OF SALE UNDER LIEN

Notice is hereby given that the undersigned will on August 29th, 1929, at two o'clock P. M. of said day, at the farm known as the Brown & McCaughy farm, located about one mile southwesterly of Marion, in Marion County, Oregon, sell at public auction to the highest bidder, for cash, the following described personal property to-wit:

One certain dark bay horse, weight about one thousand pounds.

Said sale is for the purpose of satisfying a certain lien and secured interest, and holding and selling said personal property, by reason of said lien being unpaid said interest by A. Carter, Her claimant, vs. J. F. Keenig, defendant.

Dated at Turner, Oregon, this 5th day of August, 1929.

F. P. BOWLEY, Constable Turner District, Marion County, Oregon.

SUMMONS

In the Circuit Court of the State of Oregon for the County of Marion, Department No. 2. Case No. 29616. Florence E. Walsh, Plaintiff, vs. George B. Walsh, Defendant. To George B. Walsh, defendant above named: In the name of the State of Oregon, you are hereby summoned and required to appear and answer the complaint of the plaintiff in the above entitled suit now on file with the clerk of the above entitled court on or before the last day of the month of August, 1929, and to show cause why you should not be bound by the judgment of the court in the premises, and the plaintiff will answer pay.

This summons is directed to be served upon you by publication thereof pursuant to an order of the Hon. L. H. McElshan, Judge of the third judicial district at Salem, Marion County, Oregon, made and entered on the 25th day of July, 1929, by publishing the same in The Turner Tribune, a newspaper of general circulation, printed and published in Turner, Marion County, Oregon, not less than once a week for four (4) consecutive weeks, five (5) issues, in the manner prescribed by the laws and statutes of the State of Oregon.

The first publication is the 1st day of August, 1929, and the last publication, as prescribed in said order, and the last day for your appearance is the 29th day of August, 1929, and the service of this summons shall be deemed completed at the expiration of the last date for publication thereof, and unless you make defense on said last date and day, plaintiff will take judgment and decree against you as prayed for in her complaint on file herein.

Dated this 25th day of July, 1929.

FRED A. WILLIAMS, Attorney for Plaintiff.

Residence and P. O. address Salem, Oregon, Aug. 1-8-16-22-29-1929

SNOWBIRDS

In the Circuit Court of the State of Oregon for the County of Marion, Department No. 2. Case No. 29628. Mary M. Cole, Plaintiff, vs. Robert J. Cole, Defendant. To Robert J. Cole, defendant above named: In the name of the State of Oregon, you are hereby summoned and required to appear and answer the complaint of the plaintiff in the above entitled suit now on file with the clerk of the above entitled court on or before the last day of the month of August, 1929, and to show cause why you should not be bound by the judgment of the court in the premises, and the plaintiff will answer pay.

of this summons, which is the 1st day of August, 1929, and which last date of publication and the last date for your appearance is the 29th day of August, 1929, and if you fail so to answer the said complaint or otherwise appear, then for want thereof the plaintiff will apply to said court for the relief demanded in her said complaint, to-wit:

For a decree dissolving the bonds of matrimony now existing between plaintiff and defendant; for the restoration of her former name; and for such other relief as to the court may seem meet, just and equitable in the premises.

This summons is directed to be served upon you by publication thereof pursuant to an order of Judge L. C. Stearns, County Judge of Marion County, Oregon, made and entered on the 31st day of July, 1929, by publishing the same in The Turner Tribune, a newspaper of general circulation, printed and published in Turner, Marion County, Oregon, not less than once a week for four (4) consecutive weeks, five (5) issues, in the manner prescribed by the laws and statutes of the State of Oregon.

The first publication is the 1st day of August, 1929, and the last publication, as prescribed in said order, and the last day for your appearance is the 29th day of August, 1929, and the service of this summons shall be deemed completed at the expiration of the last date for publication thereof, and unless you make defense on said last date and day, plaintiff will take judgment and decree against you as prayed for in her complaint on file herein.

Dated this 31st day of July, 1929.

FRED A. WILLIAMS, Attorney for Plaintiff.

Residence and P. O. address Salem, Oregon, Aug. 1-8-16-22-29-1929

NOTICE OF HEARING ON FINAL ACCOUNT

Notice is hereby given that the undersigned administrator of the estate of Homer Ed. Polk, deceased, has filed his final account as such administrator with the County Court of Marion County, Oregon, and said court has, by an order thereof duly made and entered, set Monday, the 26th day of August, 1929, at the hour of 10:00 o'clock A. M. as the time and the court room of said court in the court house in Salem, Marion County, State of Oregon, as the place for hearing of said final account.

All persons having objections to the allowance of said final account and settlement of said estate are notified to appear and file written objections on or before the day set for hearing of said final account and the settlement of said estate.

JOHN E. POLK, Administrator of the Estate of Homer Ed. Polk.

R. H. BASSETT, Attorney for Administrator.

503 Bank of Commerce Bldg., Salem, Oregon.

Legion Convention Closes

The State convention of the American Legion which convened in Salem, last week, came to a close Saturday, the activities ending with a civic and industrial parade more than two miles long. There were many floats representing the various industries and activities of the Salem district. Many matters of importance were brought before the convention. Sidney S. George, of Eugene, was elected state commander over Carl Gabrielson, of Salem. The city of Baker, in eastern Oregon was selected as the convention city for 1930. First honors in the drum corps contest were taken taken by Portland post No. 1.

Premium List Out

The Premium List of the Ninth Annual Pacific International Livestock Exposition, to be held at Portland, October 25 to November 2, inclusive, is now being distributed. Extra copies may be had from General Manager O. M. Plummer, 211 American Bank Building, Portland, Oregon.

The Oregon Poultry and pet Stock Association will again stage one of the best shows ever held in connection with the Exposition proper space having been made available for this purpose.

This great livestock university of this Pacific Slope country has become a part of agriculture in its very best sense and has rooted deep in the hearts of the people of this great Western empire with the result that each year shows increasing attendance and a better understanding of its value to this great country.

Transportation lines everywhere are making a reduced rate for the round trip and exhibit stock is handled free on way. Early inquiries should be made of railroad agents in your home town, to get particulars of selling dates and other pertinent information. As usual, judges of national reputation have been secured from all parts of the nation to place ribbons on the different classes of livestock. These names

Scientific Method Need in Government

Perils to Democracy Pointed Out by Noted Statesman in Address to Graduates of University of Oregon

This article is the third in a series of six which will be published in this paper. The address on "Social Science and Social Progress" of which this article is a part, was delivered by Governor Lowden before the graduating class of the University of Oregon at its annual commencement this year.

By FRANK O. LOWDEN, Governor of Illinois.

revolutionized the material sciences and in them, as I believe, is the best hope for the future progress of our civilization. Economics, psychology, sociology and political science, if I read the signs correctly, are having a renaissance.

For the application of the scientific method which Bacon introduced in his "Novum Organum." The science of economics affords an excellent illustration. As Professor Fugate says, in "The Trend of Economics":

"The most useful result of eighteenth and nineteenth century economic thinking seems to us now to have been the formulation of 'laws' which are immediately set to work to circumscribe and direct."

And so the economists, now employing the statistical method, which is only another name for the inductive method of Bacon, are writing the science of economics anew.

What parts of our structure which we call civilization are functioning least satisfactorily? Is it not the very parts in which the material sciences can be most employed and in which the social sciences must shape the course? We have seen the tremendous advance which has been made by the material sciences in the production of commodities useful to men. Then it comes to the beneficial distribution of these commodities, however, and we lose equally successful. The distribution and marketing of the world's goods are carried on by an intricate network of human instrumentalities. Are we in this field making the same progress we have made in production? It is no uncommon thing to be told by the manufacturer that but half the cost which the consumer pays for his product has been incurred when the cost producer has done not new machine. It is too much to hope that a third of the price which the consumer pays for the food which the farmer produces. Nor does transportation in either case, as might be supposed, account for the large part of this spread between the price that the producer receives and the price that the public pays. Production is constantly being stepped through the aid of the material sciences. Distribution is largely effected through the conventions of men. The question which arises is, can not the conventions of men be improved to more nearly match the achievements of the material sciences?

Are there any, which result at times in so much human distress, inevitable? This question is being intensely studied by many of the foremost economists of the time.

There is the problem of the stable measure of value into which our scholars are delving deeply now. It would be hard to overestimate the difference and injustice that have come in the last decade of our inability to find and agree upon a satisfactory standard of value. They are those who predict that when we have discovered a stable measure of value, the recent standard will be regarded with as much disdain as we now look upon copper—only the early standard of our Colonial days.

If society were perfectly articulated, why should there ever be an idle man who wished to work? There is some one somewhere who would like to have the product of the idle man's labor in return for something he himself can produce but does not now produce. It is too much to hope that when men shall have perfected their human relationships so as to bring them up to the accomplishments of the material sciences poverty can be abolished from the world!

One of the most notable results of science in the industrial field is mass production. Mass production has diminished the cost of production to the great advantage of both capital and labor engaged in industry. There are some by-products of mass production, however, the advantages of which are not so apparent and which are of grave concern. Periodicals as it may seem, while mass production has cheapened the cost of many commodities, it has increased the cost of living. For it has had the effect of bringing many articles down from the realm of luxury to that of necessity in a practical sense of living. To illustrate: the automobile a few years ago was a luxury enjoyed only by comparatively few. Now it has become so cheapened that a very substantial portion of our people ride in automobiles. This has changed the whole structure of society, both in the country and in town. It will not do to say that we are a century ago. For society has been so transformed by the use of the automobile that one who does not possess an automobile is excluded from the community in which he lives. For, these necessities of closely knit community life which he once enjoyed are destroyed by the ever moving panorama of a world of changing many articles down from the realm of luxury to that of necessity in a practical sense of living. To illustrate: the automobile a few years ago was a luxury enjoyed only by comparatively few. Now it has become so cheapened that a very substantial portion of our people ride in automobiles. This has changed the whole structure of society, both in the country and in town. It will not do to say that we are a century ago. For society has been so transformed by the use of the automobile that one who does not possess an automobile is excluded from the community in which he lives. 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