Independence Enterprise

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THE MARKET ROAD DECISION

The decision of the supreme court that market road money is not intended for use on state highways is few days in the northwest, having Rufsnyder, Portland; Dorothy Olga is a ray of hope for farmers who do not live on main completed an inspection tour of the Johansen, Seaside; Martha Razloff, thoroughfares. It has been the policy of the state high- western national forest districts be- Dallas; Hulda Wienert, Airlie; Elizway commission to grab everything in sight and spend it ginning in May. He will deliver abeth Sammons, Falls City; Mrs. on state and scenic highways. Its sole aim has, apparently, been a desire to build roads for the accommodation the northwest. of the through traveler. It has not been a case of Col. Greeley while in Portland gave dividing the crust with the stranger within the gates, out the following statement: but rather taking it from hungry ruralites and bestowing moving over the plains to the Pacific it upon the cities.

And members of the state highway commission, after ber census made by the forest serthe market issue had been raised, had the affrontry to vice shows that the lumber cut has suggest that it would be necessary at the coming session of the legislature to make it possible for the commission The big southern pine country, which to use the market road funds of the state. Wouldn't has hitherto been a great competitor this be just a fine arrangement? Take the money of the northwest, is dropping off as which was intended for building the byroads and use a lumber producer and in the mean-

After appropriating many millions of dollars for feet and charters already held for state highways, the legislature in a fit of compassion for 1922 exceed 500 million feet, indicatthe farmers in the outlying districts, made minor pro- ing that the west coast timber is vision for their welfare by the market road act. But very rapidly becoming an (important the commission has looked upon this fund just like lumber census referred to above, put getting money from home, and has adopted various Oregon second, with Washington schemes to get hold of this money. In no instance has first, as a lumber manufacturing there been any pretense of the commission wanting to center; Oregon has nosed out Louisuphold the law. It has been a continued policy of the lana, which for a long time held seccommission to get county courts to violate their sworn what has taken place—sawmills are duty in the expenditure of this money. And this is a moving from the south to the west. fine kettle of fish.

The supreme court has said that this market road run to Oregon than any other state, money was not intended for state highways. And let as it has larger forest resources than us hope that the highway commission will be able to washington are going to witness understand this ruling-and obey it.

The highway commission—and no one else—is respon- tremendous increase in lumber prosible for the road muddle in Polk county. Had the duction to supply the lumber markets commission endeavored to follow the mandates of the act of the legislature by which the commission was rapidly diminishing. created, there would have been no road strife in Polk county. The commission has tried to usurp authority busness on the national forests and it did not have, and naturally trouble has ensued.

There is another point in connection with the supreme cut and carry out the principle of train?"-Everybody's Magazine, court decision in the market road case which is sigifi- keeping the cut from each locality cant. It is the statement in the decree: "The Pacific within the growing power of the forhighway was established by law." This has been the ests so as to keep the industry percontention of Independence from the outset, and we petual. are of the opinion that when this issue reaches the the country has left is west of the supreme court, this same law will be held good.

THE VOTE IN JACKSON

By a majority of 305, C. E. Terrill, sheriff of Jackson Go into every big forest region of the county, has defeated D. M. Lowe in a recall election east now-a-days and you don't find which was held last Saturday. There was much bitter- very much but cut-over land, more or ness in the contest. It was alleged that Terrill was not enforcing the laws, particularly in regard to bootsawdust piles, and a large part of legging, and it was charged that Lowe was the candi- the population gone too, except where date of the Ku Klux Klan. Lowe had the endorse-there are large areas of agricultural ment of the ministerial association, the Woman's Chris-lands. We don't want to see that tian Temperance union, and how much the Klan enterbe a very unfortunate thing for the ed into it is problematical. The result shows that in western states to just eat up their Ashland Lowe had a strong following, while Terrill virgin timber resources and leave carried Medford and Jacksonville with considerable nothing in its place. As far as the strength. Many things seemed to have entered into the national forests are concerned, we fight, and the result indicates that all will not be peace keep the supply of timber eprpetual. in Jackson county for some time to come.

IT'S TRAVEL TIME

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PREVENT FIRES: SAVE FORESTS

Col. Greeley Makes Interesting Statement on Forest Conditions

of the forest service, is spending a lin Dana Toomb, Wren, Ore.; Inex

coaost pretty rapidly. The last lumit on loops to mountain peaks and other scenic driveways. time shipments through the Panama canal in 1921 exceeded 190 million This industry means more in the long any other in the country. Oregon and within the next ten years or so a of the eastern and central states where the local supply of timber is

"This will increase heavly the put very heavy demands upon, the this time. Whaddaya think-this forest service to meet the increased bridge goes everywhere with the

"Over two-thirds of all the timber Rocky mountains, either in the western states or Alaska, and the thing we are driving away on is that when forest industry comes out here to keep it just as permanent as possible. are going just as far as we can to

"And we can not keep the timber supply perpetual unless forest fires are prevented. The protective organization of our forests must be inincreased in order to adequately protect our forests. This year we received pretty good recognition from congress considering the necessity of economy, but still we are not giving the public resources out here, the national forests, the degree of protection they ought to have; we are making it a little better every year just as fast as we can get the resources to do it with. But the forest service, the states, and the private owners can't prevent the forest from burning up unless the public, the users of the forests, realizes its responsibility and does its share by being careful with fire in the woods.

"I would like to see permanent provision made for airplanes for asststance in protecting the national forests, but only as a supplementary form of protection. They cannot take the place in our organization of lookouts and guards on the ground. Airplanes are very valuable, particularly when you have smoke conditions and for fires that cannot be exactly located."

PERMITS TO TEACH GRANTED TO 24 IN FOLK

Of the 28 young men and women who took the examinations before Josiah Wills, county superintendent of schools, on June 14, 15, and 16 22 will be allowed to teach school.

Supt. Wills has mailed out to the successful ones their grades and they can now apply for and receive appointment as teachers of scholls to

which this certificate entitled them. Those receiving the certificates:

Wrennie Chapman, Dallas; Hester W. Keeney, Monmouth; Ruth Gotfried, Falls City; Mrs. M. A. Dempsey, Rickreall; Eola Brown, Dallas; Mildred Hire, Toppenish, Wash.; Grace Nelson, Dallas; Isabelle Armitage, Buell; B. T. Merrill, Independence; John I. Reasoner, Dallas; Henry H. Dick, Dallas; Eldridge Huffman, Union, Ore.; Katherine DaMonde, Dallas; Lillian Dorrance, Enterprise; Col. W. B. Greeley, chief forester Geneva Rue Treat, Monmouth; Frank

Solved the Difficulty.

A prominent "movie" director says that there is at least one advantage in the income tax.

"We were casting for a picture, and we wanted a particular man for a certain part. This man had evidently forgotten that common sense has entered the motion picture field, because he insisted upon the most exorbitant salary that could be imag-

"Negotiations were apparently over and the discussion became general. Finally this actor complained bitterly of the amount that he had had to pay in income tax. We did some quick mental figuring and found that the return he had made to the government was about a half of what he should have made had he received the salary that he insisted he had been getting.

"'Til tell you what I'll do,' I said; "I'll give you the same salary that you told the government you got."

Cub Tricks.

He had been a newspaper reporter long enough to consider himself well past the "cub" stage.

It was 2 a. m., barely an hour before press time, when the phone bell rang. Replacing the receiver after a few excited "Whats?" and "Whens?" he grabbed his raincoat, and, telling the city editor there was a big train wreck on the W. & N., rushed out. Breathless, he grabbed at the bridge

watchman, ten minutes later. "Where's 85? Did she sink?" "Where's what? Yuh crazy?" asked

the watchman. "I'm from the Clarion; we got a re-

port train 85 ran off the bridge." "It did. It does every morning about Dry Goods and

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D. W. Sears

Otis D. Butler

Two Sides of Turnover

W. H. Walker

The alert business man dealing with present day conditions knows that the big word today is "Turnover." Whether he be a merchant, manufacturer, jobber, or banker, he sees that one thing with a clear vision unbiased by the limits of his own business. It is in the air, and on the tip of every tongue.

And yet many of them-are thinking on only one side of Turnover. They think of it as meaning rapid selling-putting money in and getting it out quickly and at a profit. They realize that they must put greatly increased efforts back of all their plans for selling and distribution.

The other half of Turnover is the consumer. Allselling plans and efforts fail if the consumer does not want to buy. His desire for the product must be created. He must meet the seller half way. He must be in a mood to buy before the salesman meets him across the counter.

That is the function of Advertising-to create consumer demand and consumer preference. With this demand as a fact all selling plans have a chance to succeed. Without it they fail. The only chance for salesmanship to succeed without an existing demand is for salesmanship to assume the task that belongs to advertisingthe task of creating demand.

If the present efforts that are being put into selling were amply supported by a corresponding effort to create consumer demand through Advertising, the business conditions of this community would be rapidly changed into an era of great prosperity-in spite of local conditions and everything else.

The proof of this is in the fact that right now, under these conditions the dealers who are putting proper emphasis on creating a demand for their product, as well as selling it are doing a big business and are actually getting the high Turnover that others are trying so strenuously to get through intensive selling.

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