

MEDFORD MAIL TRIBUNE

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With Medford Stop-Over

COUNTY CENTRAL COMMITTEEMEN

The following is a list of county central committeemen elected at the primary nominating election, May 15, 1914:

Republican Party.

- H. F. Pohland, Ashland Boulevard. J. M. Wagner, E. Central, Ashland. M. Van Garder, Applegate. J. W. Merritt, N. Central Point. A. J. Florey, Eagle Point. S. S. Aiken, Flourence Rock. L. Miller, Footh Creek. W. S. Hammond, Griffin Creek. Riley Hammersley, Gold Hill. D. W. Bagshaw, North Jacksonville. E. Britt, South Jacksonville. A. R. Chase, Medford, North Main. Chas. Gay, Medford, Oakdale. Robert Kincaid, Mound. D. E. Cottrell, Meadows. Ira J. Dodge, Perrydale. E. A. Woods, Rogue River. I. T. Gallager, Rock Point. E. E. Dimick, Wimer.

Democratic Party

- J. B. Hunter, South Ashland. E. J. Kaiser, Ashland Boulevard. Frank Jordan, West Ashland. W. H. McNair, East Central, Ashland. Geo. Hoffman, Applegate. James Barrett, Barron. Geo. Nell, North Central Point. Thos. Nichols, Eagle Point. T. B. Higginbotham, Flourence Rock. W. S. Hammond, Griffin Creek. H. D. Reed, Gold Hill. Chris Ulrich, Jacksonville. H. D. Manning, N. West Medford. Mose Barkdull, Medford N. River-side. Wm. M. Campbell, Medford, Oakdale. Leo L. Heisel, North East Medford. Fred Furry, Phoenix. Bob Cook, Rogue River. Jay Terrill, Talent. T. C. Gaines, Trail. Miles Cantrall, Union. Bert Harr, Watkins. Ed E. Dimick, Wimer.

Progressive Party

- James Barrett, Barron. James Wilson, Griffin Creek. Col. Sargent, Medford, Oakdale.

This is the complete list except those that are tied. The selected time for drawing lots for those tied is Saturday, June 13.

DRIVING CLUB MEET JULY 4

As there is to be no Fourth of July celebration in Ashland or Medford this year, the Medford Driving Club, after taking the proposition up with Ashland, held a meeting recently and decided to give a race meet on that day, and the lovers of good racing are promised one of the fastest contests in the free-for-all pace ever seen on this track. Albin and King Seal, who are both in fine shape, will be in this race, besides five others who carry equally good records. And there will be no doubt as to the owners seeing that their horses do their best, for, as we all know, there exists a strong rivalry between them as to which one is the faster. The program will consist of: Free-for-all pace, \$200. Free-for-all trot, \$100. Green race for colts, \$25. Buggy race, \$50. Free-for-all running race, \$50. Free-for-all pony race, \$25. Conditions for buggy race are that horses shall be hitched to buggies, hoppers are barred and no horse with a mark shall be allowed to compete. All harness races shall be three half-mile heats, every heat a race, draw for positions at end of each heat. Money divided in harness races, 50, 25, 15 and 10 per cent; in running races, 70, 20 and 10 per cent. No entrance fee. Races will be called at 2:30 sharp. Prepare to come to Medford for a good time on July 4.

CRUISE THE TIMBER LANDS

A DECISION written by Justice C. L. McNary of the Oregon supreme bench, delivered this week, is worthy of attention. It was rendered in a suit brought against the county commissioners of Clatsop county, involving payment for timber land cruising. The suit was brought to restrain the commissioners from allowing claims for cruising the land, alleging that the constitution prohibits the incurring of a warrant indebtedness of more than \$5000 by a county.

The supreme court held that the commissioners, as business agents of the county, were compelled under the constitution to provide a fair and equal distribution of taxes, and that, under the circumstances, the debt incurred for cruising the timber was not within the provision of the constitution prohibiting counties from contracting warrant indebtedness of more than \$5000.

The decision calls attention to the fact that it is impossible to provide a fair and equal distribution of taxes, without cruising the timber land. A flat valuation is unjust, as some acreage is likely to contain several times the amount of timber that another acre does, and hence is worth much more.

The forfeiture of the railroad land grant brings Jackson and other counties face to face with a serious financial condition. Taxes amounting to \$72,000 are unpaid as a result of the federal court's decision. Not only this, but the proportion of the \$72,000 due the state, as state taxes, over \$19,000, has had to be paid the state. The Jackson county budget is therefore \$89,000 shy of estimates—through no fault of anyone's.

This amount of taxation for future years must be made up some way—either by higher rate of taxation or by a reassessment that will provide a more equitable basis of assessment, and hence an increased assessment, and the cruising of timber lands affords the correct solution.

The timber lands are held almost entirely by non-resident speculators, who will neither develop nor sell their holdings at a price that will permit others to develop. They are holding for the unearned increment. A cruise of the property so held would show its actual value and enable a just assessment to be made.

Cruising of timber lands is a subject worthy the attention of the county court.

"I DONE IT"—AGAIN

THE "I done it" proclivities of Congressman Hawley are again in evidence, as witness the following in the Medford Sun:

Washington, D. C., June 5.

To the Editor of the Medford Sun, Medford, Ore. In sundry civil bill just reported I have \$75,000 for road construction in Crater Lake National Park and \$7540 for usual administrative purposes in park and also \$24,999 further for construction of federal building at Medford.

W. C. HAWLEY.

Mr. Hawley says: "I have \$75,000 for Crater Lake roads" in the sundry civil bill—that "I done it."

The truth of the matter is that Senator Chamberlain secured favorable action in the senate for \$100,000 for Crater Lake. The bill went to the house, where the appropriations committee has just reported favorably upon cutting the amount to \$75,000.

Instead of getting \$100,000 from the house as Chamberlain got from the senate, Hawley gets only \$75,000. However, as Chamberlain is on the senate appropriations committee and likely to be one of the senate conferees, he may be able to put through the original \$100,000 asked. Mr. Hawley can then claim that "I have \$100,000."

Two years ago the senate twice passed the Crater Lake appropriation, which was twice killed in the house. Senator Bourne, as a senate conferee, forced the house conferees to pass the bill, upon threat of deadlock. This, however, did not prevent Mr. Hawley from grabbing credit and claiming "I done it."

Mr. Hawley is entitled to credit for what he does do—but he claims everything in sight and greedily hogs to himself the work of the entire Oregon delegation.

The parrot-like "I done it" reiterations of Congressman Hawley are false and discordant notes in the sounding brass of a congressman who deliberately filches the fame of others.

THERE'S A REASON

THE Chicago Record-Herald recently announced that it would hereafter refuse all liquor advertisements. As a result of this announcement, the Anti-Saloon league has undertaken a nation-wide campaign to secure circulation for the Record-Herald, sending out the following circular:

The effect on the Record-Herald will be closely watched, not only by the public but by other newspapers who are likely to be influenced to a like course if the move proves profitable. If it proves unprofitable our cause will be immeasurably set back for many years, for we need the help of all great newspapers.

The most significant effect will be in circulation. The Record-Herald's circulation must be quickly increased by many thousands, and we must be able to show the paper that it is the result of this move. We want you, therefore, to send us your subscription to the Record-Herald and to get all your friends to do the same in order that we may turn over to them convincing approval of their stand.

If the nation-wide crusade for Record-Herald subscribers brings in expected results, the Anti-Saloon league will be able to force the Record-Herald to champion the dry cause, regardless of convictions, under penalty of losing its subscription list. Indeed, with dry readers, the paper, catering to its constituency, will naturally fill the field of the great metropolitan prohibition daily of the nation.

Not to be behind in reform, Hearst's Chicago Examiner has also seen the errors of its way. No longer will it print whisky and strong drink ads—nothing stronger than beer and wine. This reform is being followed up by a national campaign to make the Examiner the favorite advertising organ of the wineries and breweries of the country. Supplying its main revenues, the wine-makers and brewers will naturally dictate its policy.

These "reforms" are shrewdly calculated business moves planned to bring in increased revenue. "There's a reason."

What It Costs to Do Business

A Series of Business Talks by A. M. Burroughs, of the Burroughs Adding Machine Company.—Copyrighted.

A Cleveland grocer thought he was clearing \$100 a month, \$1200 a year, over and above his expenses.

But the \$100 a month included his own salary, the interest on his investment, the salary of his wife who spent most of her time in the store, and a number of other items.

If the grocer had allowed himself interest on his investment, that alone would have produced \$50 a month without risk or worry.

Another \$25 a month of his "profits" rightly came out as expenses incurred in running the store. He had charged several expense items as "investment."

Instead of making \$100 a month clear, he was not only failing to make anything, but he and his wife were both working for almost nothing.

If they had both worked in some other store they might have earned \$100; so instead of making \$100 they were losing \$100 a month.

A grocer in Pittsburgh was interested in politics. Last year he succeeded in landing a city job, paying his \$2500 a year.

When he got this job he decided to sell his store. He placed the store in the hands of a broker, and had an accountant go over the books to place a value on the stock and to see what the business was worth.

The accountant's report showed that no charge had been made for salaries. The grocer, his wife and four children ran the store. When proper allowance was made for salaries, the store was found to be paying a fraction over one-half of one per cent a year on the investment.

Instead of a fairly profitable business, one salable at a premium for good will, it was found to be a business so nearly unprofitable as to be unsalable.

Fixtures and stock were finally sold at a loss. Nothing was received for good will, because there was no good will—only a chance to work for nothing and take the ordinary business risks besides.

In scientifically managed stores it has been found that the salaries of the clerks average around nine per cent of the gross sales by those clerks.

The salaries of managers, bookkeepers and other employes, who do not sell, run the average cost for salaries up to about 13 to 13 1/2 and a half per cent of the gross sales.

Rent is likely to average around four per cent, delivery around one

and a half to two per cent, light and heat from one to two per cent, and so on down the list of expenses.

No merchant, as he so frequently does, should assume these percentages to be his costs. He should get his own costs from his business, considering these percentages only as standards by which to judge whether he is higher or lower than the average.

The merchant who would know his cost of doing business should classify his expenses into such accounts as will give him the information he needs.

He should install a cost system that will search out all of the expenses and enable him to know, not merely a few of the things which he pays for, but all of the things which enter into his cost of doing business.

Here is a list of the expenses used by one wideawake merchant:

Rent—if the building is leased; depreciation or upkeep if it is owned.

Salary—of all employes, and the manager.

Delivery Expense—including repairs to wagons, harness, shoeing of horses, grease, feed, barn, rent, etc.

Light—including light in barns, etc.

Heat—including coal, fireman, etc.

Ice—for drinking fountains, refrigerators, soda fountains, etc.

Advertising—in newspapers, circulars, etc.

Printing—stationery, blank books, bill heads, etc.

Gifts—presents, donations, etc.

Telephone and telegraph tolls.

Insurance—stock, fixture, burglar, etc.

Taxes—on fixtures, stock, etc.

Interest—paid out.

Paper Bags—wrapping paper, twine, etc.

Breakage and spoilage of goods.

Repairs—on fixtures, etc.

Depreciation on merchandise.

Shrinkage of merchandise.

Depreciation on fixtures, furniture, etc.

Bad Accounts.

Goods stolen from stock.

Depreciation from cost price by change of style and by the purchase of unsalable stock which makes it necessary to reduce prices.

Some merchants add freight and cartage to this list but it should not be barged as an expense. It is a part of the original cost of the goods and should be charged to goods and not to expense.

Famous "Prayer From the Hills"

The famous "Prayer from the Hills," mentioned in the recent examination of ex-President Mellen of the New Haven line, purports to come from the yeomanry and farmers of Massachusetts. For writing it, Sylvester Baxter, a Boston reporter, is said to have received \$384 from the New Haven.

The "Prayer" was intended to influence sentiment in favor of a bill before the legislature permitting the New Haven to gain control of trolley lines that the state had compelled it to sell. It follows:

"A Prayer from the Hills." "The hill-towns of Massachusetts to their sisters, the cities:

"I will lift up mine eyes to the hills from whence cometh my help. Good reasons have you of the cities to remember these words. Not in vain have you lifted up your eyes to our heights. To you of the valleys, of the plains, of the coast, our help has gone steadily forth, our best young manhood has kept you, while our blood, our character, has made New England. We take pride in you, ye toiling cities all. Often have you sought our assent to costly promotions for your advancement; time after time have you had our support.

"But we have sacrificed much—our population has dwindled, our herds have diminished, the woods have grown at our cost; we have bowed to our fate. Our youth have forsaken the homesteads; our elders

are gray and disheartened. We not in turn make our appeal for help. The boon we crave, though great for us, is slight enough for you to grant. Opportunity, long a stranger here, now knocks at our doors, leading prosperity back to these hills. We only ask your leave to bid her enter.

"Wherever modern transit lays its course there dawns the age of a golden New England; cultivation thrives; new orchards are planted; industries develop; summer guests arrive; gladness rejoices the land. To make these benefits our own we ask not that the public purse be opened and millions poured for our advantage. We only pray that others be allowed to help us; that you don't bar our gates against their coming; that helping hands reached out to serve us be not stayed; that they, with faith in us and in the potent promise of our Massachusetts hills, be not rebuffed, they who would back their faith with works. And we well know what a refusal means; that you would thrust us back again, unhelped, down to the slough of despond, there to decline and vanish from the land where once we counted with the foremost there.

John A. Perl UNDERTAKER Lady Assistant 26 S. BARTLETT Phones M. 47 and 47-JB Ambulance Service Deputy Coroner

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ISIS THEATRE

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Pronounced by Dr. Calvin S. White, State Health Officer, and Dr. E. B. Pickel of Medford, President State Board of Health, to be

Absolutely Pure

A trial will convince you that plate ice will outlast any other make of artificial ice.

CLEAR HARD PURE

Morning Deliveries

Medford Ice & Storage Co.

Phone 264 Thirteenth and S. Fir sts.

When Buying Coffee

Call for The Riteway Coffee It's fresh roasted and of the best quality.

ROASTED and BLENDED IN MEDFORD

Guaranteed to give perfect satisfaction or money refunded

Why patronize San Francisco, Portland and Seattle when you can patronize a home industry that is just as good. Ask your dealer for

The Riteway Coffee

THE JACKSON COUNTY BANK MEDFORD, OREGON NO BETTER PROTECTION For your valuables can be found than our Fire and Burglar Proof Vault. The cost of a Safe Deposit Box here is not high—only \$2.00 and up per year OVER 22 YEARS UNDER ONE MANAGEMENT

STAR THEATRE TODAY DANIEL FROHMAN PRESENTS THE CELEBRATED FILM FAVORITE MARY PICKFORD IN "Hearts Adrift" A SUPERB FOUR PART "FAMOUS PLAYER" SUBJECT. MISS PICKFORD ATTAINS A HIGH DRAMATIC POWER IN THIS PRODUCTION