

MARKET AGENT DEPARTMENT

E. Spence, Market Agent, 723 Court House, Portland

When it costs more to market products through a co-operative organization than through the present marketing system, that organization will never get very far. There are too many of them in that condition. They have their organizations, their offices, warehouses and officials, but when it comes to the marketed products, none in them are no better, and often worse, than could have been received by marketing through the regular commission houses.

Co-operative organizations are not going to be very successful until they are able to take over profits between the grower and eater. Between these two fields for real co-operative results. Collective selling to the same agencies doesn't get the farmer anywhere. It simply makes it better and easier for the agencies.

These organizations have got to have embraced in their program the wholesaling end, the commission end, the distributing end. They have got to find their own markets and handle their products all the way thru to those markets. When the grower gets but five cents for his prunes and they are retailed in the Willamette valley, almost in sight of the orchards where they are grown, for 27 cents, it is time to go further with marketing associations. It is time to do business direct with the heads of the great chain stores and other big concerns and lop off this almost 500 per cent between the prune orchard and the kitchen. And this great "spread" applies to almost any product of the farm.

This change cannot be brought about in a day, but if organizations would make the selling end of equal importance with growers' contracts, results would come quicker. A manufacturing concern knows where it is going to sell its goods before it builds its factory, and it knows it is going to have a profit on the output.

Representatives of a co-operative association recently met with the state market agent to discuss why their organization was not getting results. The statement was made that the growers had lost money on every shipment made during the year, yet their sales agent was paid \$500 per month for running them in debt. The committee stated the growers would be far better off if they had no organization, and were free to sell where they might.

This organization has much capital invested in buildings and equipment, and it is under heavy overhead expenses. And it sells very largely through the same channels that the individuals sold thru before the organization was started. In this case the growers simply added the overhead expenses onto themselves without any benefit in selling prices. The grower who was not a member was better off. The sales agent and the other employees were the only ones who were well off.

If this high priced sales manager, the general manager and all others who draw good salaries regardless of results, received pay in proportion to the profit showing of the business, perhaps the year's output would not have been sold at less than the production cost. If a sales manager has not enough ability to have his salary based on results, then he is not the man for the place. It does not require a \$5,000-a-year man to give away goods.

Co-operation is bound to work when it is worked out right. It must start on a solid foundation. Too many start out with high salaries and expenses first. It will take more than a lot of producers signing up contracts to bring all their products to one place, to make collective selling pay. It will take men to break into the middle-profit combinations and get these profits for the co-operators. It will take men with good, sound sense to start the organization right; keep the costs in proportion to the profits on the business, invade the middle men's field, and gradually and safely find profitable markets.

GOOD ROADS

That the nation needs good roads is admitted by all. That the Government should build and maintain national highways, to which the states can and will build state trunk roads, they in turn to be fed by county and township roads, is agreed by most students of the problem.

That they can not afford additional road taxes is contended by many farmers, already overburdened with expense and with prices of farm products below their proper levels. What is not generally understood is that any campaign of national highway building must inevitably be paid for by the richest section of the country, by the most populous section of the country, by the localities where

the greatest amount of tax money can be raised.

It is a fact that when national highways are built they will be paid for, very largely, by the northeast of the United States and the large cities. Yet 90 per cent of all the road traffic in the country will go over them. The farmer will pay about 10 per cent and industry and cities will pay the rest.

The most ardent advocates of national highways in the northeast sections of the land know this. It does not frighten them. They already pay the larger part of the nation's bills. Why shouldn't they? If 100 people live in a small town and wish to build a quarter of a mile of road to a nearby lake, on the shore of which lives one man, do the hundred people stop because the one man will benefit 100 per cent and pay but 1 per cent? They do not. They build the road. The northeastern section of the country, the thickly populated, filled-with-factories localities, will benefit immeasurably from national highways. They will benefit, because the farmer will benefit, and they are happy that he will benefit.

The farmers can not afford not to have national highways when they get 90 per cent of the good and pay but 10 per cent of the cost!

AT THE CHURCHES

**FIRST CHRISTIAN CHURCH**  
The Every Man's class, city hall, 10 a. m. Next Sunday the teacher will speak to the men on the teaching and the lessons of First and Second Peter.

Bible school at ten o'clock. Morning worship and communion, 11 a. m. Christian Endeavor, 7 p. m. Evening service 8 p. m.

Prayer meeting every Thursday night. The choir will meet every Friday night.

The speaker from Portland announced for next Sunday morning will not speak until one week from next Sunday morning.

The pastor will preach next Sunday at eleven o'clock.

The bacalaureate sermon for the high school class will be preached at the eight o'clock service.

The public and strangers are invited to worship with us.  
GEORGE HAKNESS, Pastor.

**REFORMED CHURCH**  
Sunday school at 10 a. m. Joint session of the local and the Trask river school.

Morning worship at 11 a. m. Subject: "Remember the Sabbath Day, to Keep it Holy."  
Special music by the choir and male quartette.

You are cordially invited to worship with us.  
W. G. LIENKAEMPER, Pastor.

**CHURCH OF THE NAZARENE**  
The revival meetings in progress are proving very interesting. Evangelist Sunfield is excelling himself in his preaching, while the singing of Mrs. Sunfield and Mr. Turner is of the highest order.

It is expected that the service will close next Sunday night. Do not miss these final meetings.

The Annual District Assembly of the Nazarene church will be held in Portland May 28th to June 1st. E. E. King, Mrs. J. H. Hathaway, J. B. Honey and the Pastor and Mrs. Hunt are the delegates from the local church.  
G. S. HUNT, Pastor.

**PRESBYTERIAN CHURCH**  
Rev. Louis M. Anderson, Pastor.  
9:45 Sunday school. 10:45 sermon to children. 11:00 Morning service: sermon theme: "Brotherly Love."  
There will be no evening service as we will join in a union service at the Christian church.  
7:30 Wednesday evening church night service.

7:30 Friday we will meet at the church for a picnic for all. Bring some wienies and rolls as we are going out to the river bank for an evening's fun.

**LUTHERAN CHURCH**  
Services in the Adventist church on Sunday at 11:00 a. m. Sunday school at 10:00 a. m.  
The Rev. W. E. George of Portland will conduct the services.

**CARD OF THANKS**  
We wish to thank the friends who so kindly assisted us in our sad bereavement in the death of our beloved husband, father and brother. And also for the beautiful floral gifts. We wish especially to thank the members of the W. O. W. for their kindness.  
MRS. F. B. MAPES  
MRS. ERWIN HARRISON  
MRS. ALBERT FRANK RODNEY and HALLECK MAPES  
MRS. W. B. ALDERMAN

the illness and death of our beloved mother and grandmother, Mrs. Lars ANDREW ANDERSON and Anderson.  
Andrew Anderson and family.  
Lewis Anderson and family.

**28 ROUNDS BOXING AT ARMORY**  
We all know Billy Gardeau, and we want to see him go, but just to remind you that the boxing commission has imported a man in the person of Eddie Martin, and he has promised to make Billy extend himself, so let's see this one.

The Johnson boys will be on hand to dispose of Smith Morgan and Shanks. Pull for the home boys, they have always given us our money's worth.

Be there early, you can't afford to miss the curtain raiser, the Hollowell Kids are some entertainment and they don't forget to mix it.

The boxing commission appreciates your efforts in their support Saturday, May 24, at 8:30 p. m.—Adv.

Eugene Masons to erect \$115,000 temple.

LEGAL NOTICES

NOTICE OF FINAL ACCOUNT

Notice is hereby given that the undersigned has filed in the County Court of Tillamook County, Oregon, his final account as administrator of the estate of Lars P. Rey, deceased, and that said Court has appointed Monday, June 30th 1924, at the County Court Room in the Court House in Tillamook City, Oregon at the hour of ten o'clock a. m. as the time and place for hearing objections to said account, and the settlement thereof.

Dated this May 23, 1924.  
H. T. BOTTS,  
Administrator of the Estate of Lars P. Rey, deceased.  
BOTTS & WINSLOW,  
Attorneys for Administrator.

NOTICE TO CREDITORS

Notice is hereby given that the undersigned has been by the County Court of Tillamook County, Oregon, appointed as administrator of the Estate of Frank Heyd, deceased. All persons having claims against said Estate are required to present them to the undersigned for allowance at the office of Botts & Winslow, Attorneys at Law, Tillamook City, Oregon, within six months from the date of the first publication of this notice.

Dated this April 25th, 1924.  
JACOB HEYD,  
Administrator of the Estate of Frank Heyd, deceased.

NOTICE TO CONTRACTORS

Notice is hereby given that the County Court of Tillamook County will until 10 o'clock A. M. May 26, 1924 receive bids for the furnishing of material, and building pile bulkhead on the Bay Ocean Road.

Alternate bids will be accepted for labor and material complete. Driving and tying in piling. Placing plank furnishing plank—furnishing piling.  
No bid will be accepted unless accompanied by cash, certified check or bidders bond for an amount equal to at least 5 per cent of the total amount of the bid.

Plans and specifications may be seen at the office of the County Clerk. First publication May 8, 1924. Last publication May 22, 1924.  
H. S. BRIMHALL, County Clerk.

The right is reserved to reject any and all bids or to accept the bid deemed best for Tillamook County.

NOTICE OF APPOINTMENT OF ADMINISTRATOR

Notice is hereby given that the undersigned has been appointed by the County Court of the State of Oregon, for Tillamook County, administrator of the estate of Frank Landolt, deceased. All persons having claims against the said estate are required to present the same, duly verified, to the undersigned, at the office of E. J. Clausser, Tillamook, Oregon, within six months after the date of this notice.

Dated this 2nd day of May, 1924.  
HENRY LANDOLT  
Administrator of the Estate of Frank Landolt, Deceased.

ADMINISTRATOR'S NOTICE TO CREDITORS

Notice is hereby given that the County Court of Tillamook County, Oregon, has appointed the undersigned administrator of the Estate of Sarah F. Shearer, deceased, and any and all persons having claims against said estate are requested to present them, properly verified together with the voucher, either to the undersigned at his home at Garibaldi, Oregon, or

to T. H. Goynes, Attorney at Law, at his office at Tillamook City, Oregon, within six months from the date of this notice.

Dated April 25th, 1924.  
OTTO SHEARER,  
Administrator of the Estate of Sarah F. Shearer, Deceased.

NOTICE OF THE SHERIFF'S SALE

Notice is hereby given that the undersigned, Sheriff of Tillamook County, Oregon, by virtue of a writ of attachment execution issued out of the Circuit Court of the State of Oregon for Tillamook County, in a cause wherein Tillamook County Bank, a corporation is the plaintiff and John Weiss is defendant, upon a judgment entered in said Court on September 12, 1923, has levied on and will, on Monday the 26th day of May, 1924, at the hour of ten o'clock a. m. at the Court House door in Tillamook City, Tillamook County, Oregon, sell at public auction to the highest bidder for cash in hand, the following described real property:

The North half of the Southwest quarter of section 20 in Township 3 North of Range 9 West, W. M. in Tillamook County, Oregon.  
The amount of the judgment in favor of plaintiff and against defendant for which said property is to be sold is \$2178.31 with interest thereon at 8 per cent per annum, from date of judgment, \$200.00 attorneys' fees, and costs and disbursements of the action in the sum of \$27.80.  
Dated this April 26th, 1924.  
JOHN ASCHIM,  
Sheriff of Tillamook County Oregon.

SUMMONS

In the Circuit Court of the State of Oregon for the County of Tillamook. A. L. Morland and Emma Lydia Swanson, administrators of the estate of C. J. Swanson, deceased, Plaintiffs, vs. G. T. Bailey and Anna L. Bailey, his wife, H. B. Lockwood and Louise P. Lockwood, his wife, and John E. Deako and Jane Doe Deako, his wife, W. A. Cassidy, Defendants.  
To G. T. Bailey and Anna L. Bailey, his wife, and John E. Deako and Jane Doe Deako, his wife, whose true name is to the plaintiffs unknown, and to all other persons unnamed and unknown, claiming any right, title, estate, lien or interest in and to the real property described in the plaintiffs' complaint or any part thereof:  
In the name of the State of Oregon: You, and each of you, whether known or unknown, whether designated by your true name or as unknown person or parties, or either of them, claiming any right, title, estate, lien or interest in and to the real property described in the plaintiffs' complaint are each and all hereby required to appear and answer the Complaint filed against you and each of you in the above entitled suit in the above entitled Court on or before the 24th day of May, 1924, which said date is more than six consecutive and successive weeks from the date of the first publication of this Summons and if you and each of you to so appear and answer for want thereof the plaintiffs will apply to the Court for the relief demanded in the Complaint of the plaintiffs' herein, viz: For a judgment and decree against the defendants, and each of them, for the sum of \$4800.00 with accrued interest at the rate of 7 per cent per annum from the 20th day of April, 1922, subject to a credit of \$158 on account of interest and the further sum of \$205.91 with accrued interest at the rate of 7 per cent per annum from the 5th day of July, 1923, and the further sum of \$491.00 taxes due and delinquent against the said real estate described in the plaintiffs' attorneys' fees, together with their costs and disbursements in this suit and that the plaintiffs' mortgage described in the said Complaint be decreed and declared a valid and subsisting lien upon the real property described in the plaintiffs' Complaint as follows:

The South half of the Northwest Quarter and the Northwest Quarter of the Southwest Quarter of Section 26, and the Northeast Quarter of the Southeast Quarter and the South Half of the Northeast Quarter of Section 27, in Township four South Range Ten west of the Willamette Meridian, save and except the following tracts, to-wit: Tract sold to School District No. 22, by deed recorded April 2, 1900, in Book "U" page 33, tract sold to Cloverdale Baptist Church by deed recorded July 31, 1901, Book "P" page 483, two tracts sold to John Krebs by Deeds recorded in Book "3" page 54, May 23, 1906, and book "2" page 491 May 26, 1906, tract sold to J. F. Jenkins by deed recorded in Book "p" page 530 March 18, 1901, and four acre tract sold to J. B. Gilliam by deed recorded in Book "31" at page 21, March 20, 1915, all Records of Deeds of Tillamook County, Oregon, the lands hereby conveyed containing 216 acres, more or less, subject to a mortgage of

\$3400.00 dated April 26, 1917, to the State Land Board and that the Plaintiff said mortgage be foreclosed and the real property sold by the Sheriff of Tillamook County, Oregon, in accordance with the practice of this Court and the law governing the sale of real property upon execution and that the proceeds of said sale be applied to satisfy the sum decreed to be due the said plaintiffs on account of said note and mortgage and on account of interest, taxes and attorney's fees.

That the defendants, G. T. Bailey and Anna L. Bailey, his wife, and John E. Deako and Jane Doe Deako, his wife, and all persons claiming by, through, or under them, or either of them, and to all persons unnamed and unknown, claiming to have any lien or claim of any kind or nature through, from or under any judgment or decree made or rendered, subject to the date of said mortgage and the recording thereof, and that all their heirs and assigns and all persons claiming to have acquired an estate or interest in and to the said real property subsequent to the date of said mortgage to be forever foreclosed and barred of and from all claim, title and interest in and to the said described real property and every part thereof, save and except the statutory right of redemption.

That the plaintiffs or any other party to this suit may become a purchaser at said sale and that the Sheriff execute a Deed to the purchaser; that said purchaser be let into immediate possession of the premises on production of the Sheriff Certificate of Sale and the plaintiffs may have such other and further relief in the premises as to this Court may seem just and equitable.

This Summons is published pursuant to an order of the Court made and entered on the 7th day of April, 1924, which order provides that this Summons be published for six consecutive and successive weeks, which time appears to the Court to be a reasonable time for publication of this Summons and the said order further provides that this Summons be published in the Tillamook Headlight, as above directed.

Date of first publication April 11, 1924.  
Date of last publication May 23, 1924.

DAVID E. LOFGREN  
E. J. CLAUSSEN  
Attorneys for Plaintiffs

NOTICE

I will not be responsible for any debts contracted by C. S. Smith formerly known as Smith-Cameron company.

R. C. CAMERON,  
Garibaldi, Oregon

NOTICE

The firm of Smith-Cameron company of Garibaldi, Oregon, having been dissolved, I will not be responsible for debts contracted in their name after May 19th, 1924.

CHARLES S. SMITH

CLASSIFIED AD COLUMN

ESTABLISHED RATES FOR CLASSIFIED ADVERTISING  
One cent per word per issue, with a minimum charge of \$25.  
Readers are charged at the same rate. All reading notices must have "adv." attached. No preferred positions.

ANNOUNCEMENTS

SHAFFER—FOR FIRST CLASS Auto Painting work absolutely guaranteed. Goynes Bldg. 1st St. 26-1f

STRAWBERRY PICKERS WANTED—Good pay with bonus. Call and see S. W. Shortridge, Phone D. L. Pike, mutual phone. 32-12p

HIDES—PAYING EIGHT CENTS per pound cash for calf hides, and giving honest weight. Paul Disney. Mutual phone, Bell 153-J. 30-1f

ANNOUNCING THE OPENING OF half acre tracts just east of town. Water piped in front of each. Prices reasonable. Terms 10 per cent down, 10 per cent yearly, interest 5 per cent. J. L. Ketch, exclusive agent, opposite Coliseum. 33-1f

WANTED—HOUSE WORK BY THE day. Very competent woman will work for reasonable wages. Inquire apartment 2, Watch Tower. 33-11p

THE BEST IN CHIROPRACTIC—Dr. J. L. Fayette. Beals Building, Tillamook, Oregon. Both Phones. Branch office Cloverdale Tuesday, Friday evenings. 15-1f

PROFESSIONAL DIRECTORY

DR. P. J. SHARP  
DR. E. D. ALLEN  
DENTISTS  
Natl. Bldg. Both Phones  
TILLAMOOK, ORE.

Dr. J. G. TURNER  
Optical and X-Ray Laboratories  
In the office on Thursday only.  
National Building  
Tillamook Oregon

DAVID ROBINSON  
Physician and Surgeon  
National Building  
Tillamook Oregon

Both Phones Hours 9 to 6  
Dr. Elwood B. Faxon  
Dentist  
215-216 Tillamook Building  
Tillamook, Oregon

CHIROPRACTIC  
THE BETTER WAY TO  
HEALTH  
DR. H. L. BABB  
CHIROPRACTOR  
Both Telephones  
211 Tillamook, Building

DR. O. L. HOHLFELD  
Veterinarian  
Bell phone 8F2, Mutual phone  
Tillamook Oregon

H. T. Botts Geo. P. Winslow  
BOTT & WINSLOW  
Lawyers  
Tillamook Oregon

R. E. RINGO, M. D.  
Physician and Surgeon  
Room 1-2, Beals' Bldg.  
Tillamook Ore.

PLAIN AND FANCY  
SEWING  
Specialize in children sewing.  
Mrs. A. H. Dorsey, 15, 8th street.  
Near Liberty school. 27-41p

BARRICK & HALL  
Attorneys at Law  
National Building  
Tillamook Oregon

C. R. CHAPIN  
Attorney at Law  
Beals' Building Tillamook, Ore.

UTTER BROS.  
DENTISTRY.  
Tillamook Office  
BEALS BUILDING  
Both Phones

FOR SALE OR TRADE  
FOR TRADE—LIGHT STUDEBAKER wagon. Would like to trade for roll top desk. Inquire Wm. D. Shaffer, Rockaway. 33-11p

LODGE DIRECTORY  
Silver Wave Chapter No. 18, O. E. S. Stated communications first and third Thursdays of each month in Masonic Hall. Visitors welcome. PEARLE L. COATES, Sec.  
W. R. C.  
Corinth Relief Corps No. 54, Dept. of Oregon meets on first and third Friday evenings of each month, at 8 o'clock in the W. O. W. hall. Visitors welcome.  
Mrs. A. D. Smith, Pres.  
Elizabeth Conover, Secretary

FOR EXCHANGE—FOREST GROVE suburban home. Large acre with 4 room cottage, out buildings, new orchard, berries, and garden. \$2,000 for unincumbered country home not higher value. E. Starr, Carnation, Oregon. 32-11p

CORINTH POST NO. 35  
Department of Oregon  
Meets on second and on fourth Saturdays of each month at 1:30 p. m. in the W. W. Hall.  
J. S. Diehl, Commander  
Samuel Downs, Adjutant

FOR SALE OR TRADE FOR COWS and Heifers 1920 Nash Touring car. Call Trask Lodge, 2F22. 26-1p

Tillamook Lodge No. 57  
A. F. & A. M.  
Stated communication second Wednesday in each month. Visiting Brothers welcome.  
Howard C. Boone, Sec.

LOST AND FOUND  
LOST—PEARL SET RING. WOULD be glad to pay reward. Leave at Headlight and get reward. 32-11p

FOR SALE—EIGHT COWS, A bull, and six head of horses. See Frank Mayer on Tom Lyster place. 33-13

LADIES BICYCLE IN GOOD REPAIR for sale—Purchaser may see it at Hotel Netherland. 33-1f

ASTERS—20 CENTS DOZEN. 19 varieties including purples, whites, pinks, blues, lavenders, red and yellow. Holly Erie Greenhouse, Wilson river loop. Carl M. Anderson. Mutual phone. 32-13

FOR SALE—150-ACRE FARM Located near Montesano. Fritz Studer, Route A, Montesano. 30-14

FOR SALE—FURNISHED HOUSE with basement and garage. \$1650. \$200 down. J. L. Ketch, 305 Second avenue E. 31-

WANTED TO SELL—PURE BRED Holstein bull 2 1-2 years old. Inquire F. H. Knope, Yamhill, Oregon. 31-13p

FOR SALE—CLOVER, CHEAT AND vetch hay in car load lots or can furnish mixed car. Prices quoted on same on application. B. F. Daughton, Lebanon, Oregon 19-1f

FOR SALE—BIG BARGAN ON Brighton Beach, Oregon. One lot No. 2 in Block 81 only \$225 and good terms. Peter Damis, Houlton, Oregon, Box 226. 28-8tp

FOR SALE—AT DEEP RIVER, WN. a dandy 54 acre dyked-in tide land dairy farm fully equipped, modern buildings, price \$12,000, \$4,000 cash. For full particulars inquire of Herman Hansen, 237 Com'l St. Astoria, Oregon. 33-12p

FOR SALE—COMBINATION LIBRARY dining table, mahogany, extends to six feet, also four mahogany (brown leather seats) dining chairs. Just the thing for small house or apartments. Tel. 56 J. 33-1f

FOR RENT  
ROOM TO RENT—IN NEW MODERN home all new furniture, fine location. Hot and cold water at all times. Inquire at Headlight. Phone 181F.

HAVE 600 ACRES OF GOOD PASTURES to rent—Stock wanted to pasture. Call M. E. Gruber, Bell phone 2F22. 26-1f

ROOM TO RENT—IN NEW MODERN home all new furniture, fine location. Hot and cold water at all times. Inquire at Headlight. Phone 181J.