

Tillamook Headlight
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OUR EDITORIAL POLICY

- 1. To advocate aid and support any measures that will bring the most good to the most people
2. To encourage industries to establish in Tillamook county.
3. To urge the improvement of a port for Tillamook City.
4. To insist on an American standard of labor.
5. To be politically independent, but to support the candidates for public office who will bring the most good to the people of Tillamook county and of the State of Oregon.

COOPERATION AND EFFICIENCY SHOWN IN LAST WEEKS CONVENTION

Up to last Friday and Saturday occasional remarks might have been heard to the effect that Tillamook is not a well chosen convention center. However, all doubts that might have existed in the minds of the city's people or in the minds of the visitors have been obliterated. The convention of the state's newspaper people over the last week end proved Tillamook to be an ideal convention location. Every conventioner voiced a favorable opinion of the city, surrounding country, industries and people. Co-operation within the Kiwanis club, its committees and with other organizations and firms of the county made the convention the most enjoyable one that they have been privileged to attend. Representatives from all parts of the state were present and were busy all the time taking in the good sights and processes of manufacture that were new to them.

During Saturday, when they spent most of the day touring various parts of the county's activities the visitors found that the time allowed for seeing the land of cheese, trees and ocean breeze was far from ample to allow a proper and just inspection of the community. Consequently many of them have remained for a few days longer, and the others went away wishing they had arranged to stay in this vicinity for a few more days. The big thing that Tillamook proved to itself, if there ever was any doubt about it, was that its own people could work to the advantage of the whole group. The Kiwanis club had as efficient and willing assistants, the county creamery association, Woman's club, Whitney Lumber company, Rosenberg brothers, and several auto firms and private citizens who cheerfully volunteered the use of their homes for accommodation and their cars for transportation. The whole affair was so well organized that there was absolutely no hitch in the entire two-day program. Important business was attended to first and then the good times were in order. Tillamookers proved that they were the best hosts in the world.

EDITORIAL PRIZE AWARDED MEDFORD PAPER

Out of 100 editorials and articles treating the topic of "benefits to town and Country of Patronizing Oregon Industries and Home Town Merchants," printed in Oregon newspapers within the past six months, the following from the Medford Clarion, William E. Phipps, editor, of May 2, and Bend Bulletin, was voted by a board of judges to be the best under the contest conditions as set forth. The editorial symposium was originated by the Associated Industries of Oregon, Dan C. Freeman, manager, in conjunction with the School of Journalism of the University of Oregon. The prize, \$100 in cash, goes to the Medford paper and was awarded by Manager Freeman on Friday night at the banquet of the State Editorial Convention at Tillamook.

KEEP THE MONEY AT HOME

Nine tons of mail-order catalogues were delivered to patrons of the Ashland postoffice during the winter and spring season, according to a current report. This may be an exaggeration, but it is certain that a very large

number in the aggregate an immense volume, of such price lists, were distributed through that postoffice. The same is true of Medford and the other towns of Southern Oregon, and no doubt of the entire state. And this effort to procure customers is not a vain expense, for it is known that quantities of mail-order goods are constantly purchased, not only by rural residents, but by urban citizens as well.

Why do the people of Oregon thus order merchandise and supplies from distant Eastern cities? It is not because the local stores cannot supply these commodities, but for the reason, either real or fancied, that money is saved to the purchaser. And it must be conceded that there is an immediate saving on many articles ordered from the catalogues. Large institutions with millions to buy the entire output of certain factories, and with organizations formed on the most economical division of labor can, manifestly, undersell the small, retail merchant by a fraction and yet make a good round profit, even to pay dividends on watered stock.

But has the mail-order customer really gained anything? Sometimes the shipment contains a substitution of something "just as good" for articles ordered, and is retained rather than forego the trouble and expense of returning it. Often misfit or otherwise undesirable stuff is kept which never does measure up to the standard that implies a "satisfied customer." Prices are fixed largely by the volume of business done, and the money sent away, if spent with local dealers, would enable them to carry more goods and sell for less. And larger stocks of goods mean an increased valuation for assessment, thus mutually reducing taxes to the benefit of store patrons and the entire community. Again, prosperous merchants employ more help, build better homes and purchase local products and commodities, thereby assisting home production and helping to maintain local pay-rolls. Their surplus earnings are therefore, divided with the landowner, the lumber yard, the farmer, the auto mechanic, the doctor, the churches and finally with the undertaker and tombstone dealer. Indeed, every member of society feels the beneficial results of the well-doing of others, which proves the law of mutuality and the interdependency of citizens of a community.

Money spent in a vicinity adds to the sum-total of wealth and directly or indirectly helps all its citizens. The man who patronizes mail-order houses is, therefore, not paying less; in the final summing up he is paying more. Money spent at home returns to the spender in manifold ways—in dollars and cents, in better public institutions and in neighborly good will, which is the wealth of all riches, incomputable and eternal.

And if home trade and cooperation are good for a community, the principle should be expanded to the confines of the state boundaries. States are only enlarged communities, containing more people with, however, an identity of civic and political interest. The expense of state government is proportionately spread on all taxable property. New or enlarged industrial enterprises, therefore, located anywhere in the state, benefit every part of the commonwealth. A factory built even in the remotest section employs labor and buys products, thus distributing money among producers and tradesmen, ultimately reaching a more or less general circulation. Manufactories made even the unproductive, rock-bound New England states wealthy, although the raw materials were purchased from distant states or some times abroad. The South by supplying cotton, wool, coal and iron, and buying back the manufactured products built up the big factories as well as the railroad systems of New England and the East Atlantic states, until her own initiative established factories at home. They are now becoming the richest states of the Union, because they produce and manufacture at home.

Is there any good reason why Oregon should buy the bulk of its products in the East and pay transcontinental freight rates? We have water power enough to drive the factories of the world, and enough raw materials to produce practically every thing we need, and also supply the world markets with many lines. One-fifth of the merchantable timber of the United States stands today in Oregon. The thousand and one things made of wood should be manufactured here.

F. J. PYE & SON

Fully equipped to draft plan for any building no matter how small and nothing too large. Glad to talk it over with you any time and specialize in pleasing you.

The few wood working establishments we have should be exclusively patronized and a thousand more encouraged. What reason or sense is there for an Oregonian to buy a wool suit made in Ohio when we ship our wool to the Atlantic states? Does the payment of freight both ways across the continent add value to the cloth or yarn? Oregon could manufacture sufficient wool products to supply the states west of the Rocky mountains. If worked at home the freight and profits would be saved and our population increased by thousands of employes. The same in effect applies to scores of other products, for the hills and valleys of Oregon contain abundance of iron, coal, copper, manganese, chrome, quicksilver, antimony, etc., which could and should be utilized and made marketable by home industries. How many breakfast food factories could be kept working with Oregon's surplus wheat?

The people of Oregon are asleep at the Rip Van Winkle switch. What Pied Piper will awaken them?

FLASHES

The safe fires are those which are never started.

"Put your campfire out,"—say it with water.

It would be a fine thing if the people who throw cigarettes from automobiles could spend a day fighting forest fires.

After seeing some deserted campsites, we apologize to the city dump for having said anything about its appearance.

It is easier to put out fire in the bowl of your pipe, than when it is burning over one hundred and sixty acres of timberland.

It's an ill wind that blows a neglected campfire to flame.

A safe campfire is rather to be chosen than great catches of fish.

Dude: "Can you tell me how to make my campfire safe?" Woodsman: "Sure,—don't build it."

Be sure they're out, then go ahead,—campfires, cigarette stubs, matches.

When you leave your campfire, sing: "It Ain't Gonna Rain No Mo'," and apply the water yourself.

EDITORIAL CONVENTION

(Continued from page 1)
Orems and announcements were followed by adjournment.

At the banquet in the evening which was held in the Armory, with Fred Lockley of the Oregon Daily Journal as toastmaster, William E. Phillips of the Medford Clarion was awarded the \$100 prize for the best "Buy at Home" editorial to appear in an Oregon paper in last six months. The award was presented by Sidney B. Vincent. Dan J. Freeman of the Associated Industries delivered an address on "What the Associated Industries of Oregon Mean to the State." Dr. Christian Gauss, head of the department of modern languages and director of information at Princeton University, and formerly Paris correspondent of the Associated Press was thoroughly enjoyed by all those present in his address: "Journalistic Reminiscences." Over 100 visiting newspaper people were at the banquet which was perfectly served and conducted by the Women's Auxiliary of the American Legion. Music by

E. E. Koch, Fred T. Mellinger and Mrs. William Riechers was well rendered and thoroughly enjoyed.

Saturday morning shortly after nine o'clock about thirty machines started on the tour that took in several of the cheese factories near Tillamook. The caravan started north, swinging up the Wilson river loop, where the first steps in cheese making were demonstrated at the Maple Leaf factory. From here the cars proceeded to the Holstein factory at Fairview. After a few minutes at this kitchen the party went on to the Clover Leaf factory on the Trask river and then to the Long Prairie factory where Fred Christensen gave the editors a comprehensive review of the advantages developed from the co-operative manner in which Tillamook's leading industry has been conducted. Mr. Christensen has been associated with the manufacture of Tillamook cheese for seventeen years and largely through him and his efficiency as an inspector the industry has developed to one of the few successful co-operative organizations for farmers.

The line of cars then returned to the Tillamook hotel where the caravan was reorganized and continued directly to the Whitney Lumber company's plant at Garibaldi. While waiting for the afternoon shift to go on duty the entire party and various groups were photographed by Messrs. Graves and Bell, Tillamook's leading cameramen. The lumber company extended unqualified courtesy to the visitors, and expert lumbermen conducted groups of twenty through the entire plant which proved to be a revelation to all who saw the smoothly working machines that handled the massive material with almost unbelievable ease. A gang saw turning out forty twenty inch boards at one operation was looked upon as a marvel. From the mill the conventioners went to the large hotel that houses the mill crew of the company and completely enjoyed a cafeteria luncheon that was well served by the courtesies of the Whitney company. Harry Morgan, manager of the company represented the hosts in a few words of welcome. President Hoss, acting as chairman, conducted a business meeting that was held on the veranda of the hotel after the luncheon. Chairman Bede of the nominations committee read the list of nominees for the offices of the ensuing year, and these were unanimously accepted by the association. Hal E. Hoss, of the Oregon City Enterprise was re-elected to the presidency. G. Lansing Hurd of the Corvallis Gazette-Times was re-elected secretary-treasurer. Vice presidents elected to serve on the executive committee were: Arne G. Ray, Tillamook Herald, western Oregon; Joe D. Thomson, Hood River Glacier, central Oregon; George Aiken, Ontario Argus, eastern Oregon; Earl Richardson, Dallas Observer, Willamette valley; A. L. Mallery, Oakland Tribune, southern Oregon.

The committee on resolutions, Robert Sawyer of the Bend Bulletin, chairman, presented several resolutions, all of which were accepted as significant and were passed upon. One of these resolutions stated that the newspapers would support Mobilization day that is to be observed on September 12. Another went strongly for the support of a shorter route between Tillamook and Portland either by the Trask river or the Wilson river. Still another resolution made it the will of the various papers throughout the state to publish articles of educational value on co-operation and its advantages as shown by that system in successfully operating the cheese industry in Tillamook county. George Turnbull made a report on those who had been called

from the profession by death. A. E. Voorhies of the Grants Pass Courier made a personal invitation that the editors meet at that city for their 1925 convention. Representatives from Arlington and Prineville cancelled their bid for the meetings next summer, the latter extending his invitation to the 1926 convention. David Botsford of the Botsford Constantine advertising company spoke on "putting Tillamook on the Rind on the map." He stated that advertising could insure good results only after the product was proven meritorious, and the days of the "cure-all" type of advertising was gone.

When this session had adjourned mook and thence to Oceanside where the "tourists" returned again to Tillamook a cafeteria beach picnic supper of Oregon products was served on the sands. This was given by Rosenberg brothers of Oceanside and Dan C. Freeman of the Associated Industries of Oregon. After the luncheon a huge bonfire was lighted and the group entertained themselves with exceptionally harmonious community singing, and funny stories on the Irish, Jew, Negro and English. The various attractions of the resort at Oceanside were thrown open to the visitors and their official badge admitted them to everything including the dance. Some of the newspaper people are remaining a few days more with us to complete their vacation. Their praises of Tillamook and her hosts such as the Kiwanis club, Tillamook Creamery association, the Whitney Lumber company and the Rosenberg brothers at Oceanside were frequent and universal.

Four-story apartment going up next to Portland News.
Contract for Willamette river bridge at Albany let for \$245,306.
Hood River association contract surface pavement under construction.

St. Helens Columbian bought by Alfred Erickson and Arthur Steve.
Dallas—Over 300,000 yards black pavement under construction.

THE AMERICAN DECORATING CO. OF PORTLAND

Official Decorators for the Elks during the Convention will be in the city next week. They will have full charge of decorating the city. Also wish to contract the work for all merchants as they are fully equipped to handle the work cheaper and better as all the displays will harmonize better. They furnish all materials, put up displays and tear them down. Have a large force of experienced decorators and materials to do the work.

MR. ELLIS in Charge.
IT WILL PAY TO SEE MR. ELLIS FIRST

A. W. Plank Hardware Co.

General Line of Hardware, Paints, Oils, Varnishes and glass

MOWING MACHINES, DISCS and HARROWS
Both 'Phones Tillamook, Ore.



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The First National Bank is owned by people living in or near Tillamook, and having a direct interest in promoting the welfare of this particular community. When you bank with this home owned bank, you deal with home people who understand your problems and want to help you progress.

The First National Bank Tillamook, Ore.

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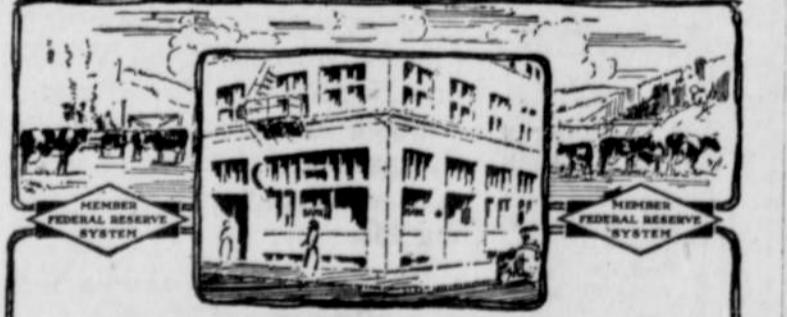
OAK FLOORING

A beautiful floor which we recommend is 13-16x2 1-4 Clear Plain Red Oak. To cover a 10x12 room with this grade.
Costs \$22.40

SPRUCE BEVELED SIDING

A good grade 1-2x6, \$40. 00
A good cheap grade, \$30.00
Rowell, Brown & Co. Portland, Oregon

Phone or write H. J. Rasmussen Exclusive Tillamook County Sales Agent Rockaway, Oregon



The Young Business Man

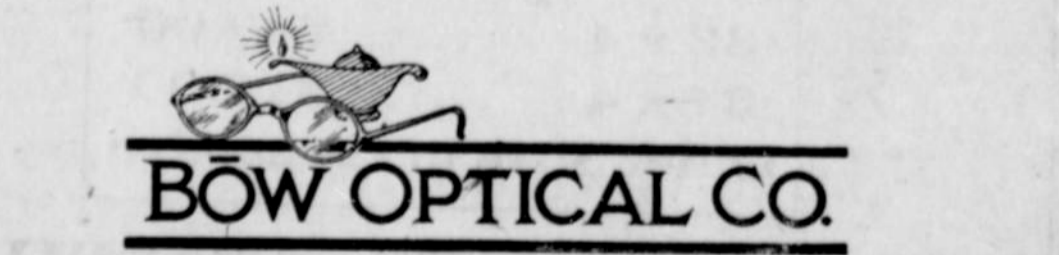
While your business is in the making is the time to get in close contact with your banker. Talk with him frankly about your problems and your ambitions.

The confidential relationship between the Tillamook County Bank and our patrons has made their banking connection with us more enjoyable and more profitable. We should like to number you among our friends.

TILLAMOOK COUNTY BANK TILLAMOOK, OREGON.

CORRECTLY FITTED EYE GLASSES

Have your eyes examined and glasses made by a vision specialist whose entire time is devoted to this work. Drop into our office and talk it over with the specialist in charge.



BOW OPTICAL CO.

Upstairs Beals Building Tillamook, Oregon.