

MARKETING SURVEY ASSURED SALT VALLEY WATER

DIRECTORS ARE ON TAP AT ALL TIMES

During the past year there were 44 called meetings of the board of directors, and on no occasion was it necessary to postpone a meeting owing to lack of a quorum. The attendance of the individual directors is listed below:

(Continued From Page One)

CHAMBER BETTER OFF THAN USUAL

The Phoenix Chamber of Commerce started the year 1916 with an overdraft of \$274.33 and during the year collected and distributed monthly the following amounts:

(Continued From Page One)

WORLD WOULD GET NEWS OF ARIZONA

An investigation of the source of the inquiries received at the Chamber of Commerce shows nearly every state to be representing in the letters asking for information. The 590 inquiry letters landed in November last were from the following states:

(Continued From Page One)

president of the chamber gave a silver cup for the dairy department. Urge Farm Instruction Your directors are interested in extending agricultural education in the high schools and it is suggested that the new board of directors form a committee which can go into this matter with the proper authorities. As a result of a suggestion of the chamber the high school now is planning a series of egg-laying contests, and already from a number of entries secured, the plan promises to be a great success. In their session the chamber has actually created a bureau to be known as the "Farm Bureau." This bureau is to aid the farmer in some of the many problems he has to confront. Through the bureau there are prepared every week a number of articles on farm and kindred topics, handled in a way which is agreed upon for mailing. They are prepared. The bureau is under the direction of Mr. M. E. Remis, formerly editor of the Southwestern Stockman, an already well known and very readable publication. Comments on this additional line of work. Next time you see the farm bureau columns in the paper, on Sunday, read them. On Thursday in the "Gazette," read it and send in your suggestion for still further work for the organization. In connection with the work done during the past year by the valley expert, for the valley, the chamber donated the sum of one hundred dollars toward the cause of seed selection and proper cultivation. The results of the work are apparent in the success of the cotton crop during the season just closed. It is hoped that soon there will be secured for the valley the services of an expert in dairying and your directors believe that any plan in this direction should be given every encouragement. It was hoped that we would get the National Wool growers' association to hold a meeting in Phoenix, but the association decided that we were too far away. Another time the Arizona association of sheep raisers, and the association decided that we were too far away. We extended an invitation to the American Livestock association to hold another lively meeting here and we hope that this organization also will not much longer remain away from Arizona. While no definite solution of the Cave creek flooding has been adopted, many plans have been considered. It is hoped that very shortly some method which will be economical as well as efficient can be devised.

(Continued From Page One)

Secure Reopening of Riverside

Special efforts of the directors have helped in bringing about the reopening of Riverside park. That is a secret to the city, all will admit, and when the task seemed hopeless and the need even greater than ever, the efforts of the directors in bringing about an agreement satisfactory to all parties were successful and the place re-opened to the delight of everyone. It is now in good hands and the outlook for the coming season is a bright one. A separate paragraph is required to tell of some of the filming done in the valley recently. First the Santa Fe people sent a man here in charge of a camera to take a series of pictures. A separate paragraph is required to tell of some of the filming done in the valley recently. First the Santa Fe people sent a man here in charge of a camera to take a series of pictures. A separate paragraph is required to tell of some of the filming done in the valley recently. First the Santa Fe people sent a man here in charge of a camera to take a series of pictures.

Need of Efficient Marketing

Dwight B. Heard was the concluding speaker. He said he would take but little time and in a very few minutes have his message with regard to the splendid work done by the marketing expert to this section. He said he had been tremendously impressed with what had been said, especially Mr. Parker's address and the letter from Mr. Litchfield. He said he hoped to aid in the development in a many way of the resources of this valley and then to the primary importance of proper marketing. Proper marketing means the ability of a section to bring to the proper market at the proper time the proper quantity of goods and ability to contract so to do.

Need of Efficient Marketing

Mr. Heard then told of his call on the secretary of agriculture at Washington, after the marketing matter had been taken up in Phoenix. He found the secretary keenly interested in Phoenix and got a pledge that the government would furnish half of the \$4,000 necessary to make the survey of the valley. He said that the University of Arizona added \$600 to the fund and citizens quickly subscribed the other \$1,400 and so the first complete survey in the United States, to take a year, will be made from Phoenix.

Annual Report for the Past Year

The annual report of the Phoenix Chamber of Commerce for the year 1916 proved very interesting and instructive. It showed how active the organization has been in promoting the interests of the Salt River valley and was as follows: The work of the Chamber is handled through a number of standing and special committees. It has been found of advantage to reduce the number of standing committees and to appoint special committees from time to time for work that requires immediate attention. The plan has met with general approval and it is recommended that for the coming year of standing committees be still further reduced and the plan of appointing special committees for work to which the members are especially fitted, be further carried out.

Welcome to the City and Valley

We really believe that Phoenix and the Salt River valley this expression is not used without being actually put into operation. We want to encourage the spirit of hospitality and to go further in making the visitor feel at home here. We are anxious in having come to see us, a great many tourists who are routed through the Apache trail and in the Roosevelt dam. These people are as a rule permitted a stop-over in the valley of one full day. During the past year several hundred of these visitors have been taken for short automobile trips about the city and valley and as a result of this courtesy we are receiving a great many letters of appreciation and adding that the writers say very pleasant things about the time spent here and in many instances plan to return. We want to extend this work. We know of people who have been induced to locate here as a result of the feeling of hospitality and the message of success which they saw on every side in the valley has been carried out to their friends and relatives in all parts of the country. The number of members in taking these visitors about is much appreciated. If it were not for the ready assistance which is given at all times to the visiting visitors would be an impossible task and the special thanks of the city is due those who by the use of their time, their machines and in other ways help to carry out the message that well known slogan "Welcome to Our City."

Active During Fair Week

During the week the Arizona fair last year, the services of the board were of great benefit to the thousands of visitors. The office of the chamber found accommodations for one or two hundred of more every day from Monday to Thursday and the place was kept open and actively at work from eight in the morning until one o'clock in the morning, seventeen hours a day. Here again the work of the chamber would have availed nothing but for the liberal aid of the citizens who threw open their doors and were ready to welcome the thousands of people who arrived on the late trains appreciated the value of having some place where they could find a room and a place to sleep. The files of the chamber of commerce contain many letters from visitors who found the work helpful. In connection with the financing of the state fair in 1916, the board of supervisors of this county subscribed the sum of \$4500 and the city of Phoenix through the commission the sum of \$2500, making a total of \$7000 for this county. The chamber of commerce in other ways helped make the fair a success from the standpoint of the visitor. The attendance was large, much larger than for several years and everyone who attended reported having a very enjoyable time. In addition to many other donations the chamber gave a prize for poultry exhibits and through the courtesy of Dr. Dennett, a former

Useless for Months

POSTON, Feb. 6.—The refugees German steamer Kronprinzessin Cecilie, built at a cost of \$4,000,000 has been rendered useless for months by the disabling of her engines, it was discovered today by Captain John E. Coyle, an engineer of the United States coast guard schooner. He reported to Assistant Secretary of the Treasury Andrew J. Peters that his examination indicated a deliberate attempt to cripple the liner. The cylinders of the two high pressure engines, according to information from an authoritative source, were found to have been destroyed. The cylinders of the low pressure engine was out of each cylinder, rendering the engines useless, and bolt heads, fastening the cylinder-heads, were knocked off. Because of the machinery was made in Germany, it was said that the damaged parts could not be duplicated here and to use the steamer it would be necessary to install new engines. Federal officials are understood to have agreed that under the circumstances the damage to the ship constituted an offense against the United States and the vessel was placed in the hands of United States District Attorney George W. Anderson for prosecution. Electricians were still at work to-

Smart Spring styles Metropolitan styles are made available to the women of Phoenix by our display of women's and misses' apparel for spring wear. The chief feature is color--nothing is too loud. The showing as a whole is most pleasing. Misses' Spring Dresses Arriving Almost Every Day--Styles Are Bewitching

Clever Spring Millinery Thongs of women have been visiting our Millinery Department to see the new styles, a riot of color ushers in the styles. Many say that our showing equals that of any large city, and they are surprised to find such a beautiful array here.

New Jewelry Arrivals Beautiful new shapes in organdie, lawn, and all over embroidery, vestees, collars and collar and cuff sets, at 29c, 35c and 65c. GEORGETTE CREPE and CHIFFON COLLARS, vestees and sets, 75c and 79c. CREPE DE CHINE SPORT MIDDY TIES--Various colors, in modern art designs and color combinations.

THE NEW EARRINGS ARE INTERESTING A varied assortment of new quality earrings in many colors with gold tops, and sterling set with brilliants, pearls of various shades, and large novelty creations. Come and see them.

Goldwater's THE BEST ALWAYS N. FIRST ST. NEAR WASHINGTON

Acron there are 16,000 men employed

with another thousand in Canada and plantations in China and other places and a fabric mill in New England. He said he is glad to have the opportunity to work in a state free from boozing because in the cotton fields they once had to work three crews, one going, one coming, one at rest and one drunk. He told of what the Goodyear company is trying to accomplish in the valley, stating that the company now has under lease some 6000 acres of Chandler land while it has bought on the westside between 12,000 and 13,000 acres.

There are but two problems--keeping

the valley in long staple and getting labor," said Mr. Parker and he said he would be glad to build and give the use of rent-free houses to labor with the privilege of ownership in five years if he could, because after five years he knew the labor would stay in the valley. He also told of conditions of competition which the valley must meet in raising this class of cotton.

A Need of Cattle Industry

For the cattle industry Dan Millett proved an able exponent. He said that in the old licker days in Arizona the milk cows of the valley had paid the entire labor bill while today the "old cow" pays from milk and its products alone, two and a half million dollars a year into the purses of Salt River Valley people. There are 300,000 cattle slaughtered annually but he predicted that this cannot keep up unless new range methods are adopted. He made a striking point when he said that in making two and a half million dollars a year as a by-product is produced to market a steer.

Sheep Fenced in, His Plan

Harlan Gray spoke for the sheep industry. Training in the time when sheep are mentioned as a "keeper of sheep." He said that sheep are decreasing in the United States at the rate of a million a year and argued for the fencing methods as the way to increase the number. He said that Ohio with no range is fourth in sheep while Arizona with great ranges is only seventh and that because all the sheep are pastured in fenced areas. He said the time will come when all farmers will have flocks of 250 sheep or so.

Campaign of Education

A. L. Westgard, the National Highway man who has been filming this section in colors, announced the films of Arizona would be the first of any state completed and the first released through the Public schools. He said that the fault with present 80-cent roads is that 66 per cent of them have to be built and that because all the money is spent on the way to increase the number. He said that the French system of construction is followed and pointed out that with some miles of main trunk roads, which he believes the federal government should build and maintain, the good roads problem would be solved for 50 per cent of the people.

Tucson-PreScott Greetings

President E. L. Hawthorth of the Prescott chamber of commerce urged the Phoenix people to co-operate in all things for the good of the state and to this message, President L. H. Hoffmeister of the Tucson chamber added a message of home trading. He urged a "buy at home" campaign and told of the work being done in this regard in Tucson. A striking feature of the latter address was the recommendation that

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and was as follows: The work of the Chamber is handled through a number of standing and special committees. It has been found of advantage to reduce the number of standing committees and to appoint special committees from time to time for work that requires immediate attention. The plan has met with general approval and it is recommended that for the coming year of standing committees be still further reduced and the plan of appointing special committees for work to which the members are especially fitted, be further carried out.

During the past year the committee

work has been carried on with co-operation from all members. No organization can accomplish anything worth the united efforts of its directors and members and the results which were secured during 1916 speak well of the earnest interest and helpful efforts of the directors and members who have given to the needs of the public. During the year just finished some very interesting trips were arranged and Ajo, Gila Bend, Eloy, Hayden, Winkelman and Pinal, in turn were visited. In the Ajo trip there were 180 members and friends of the chamber; in the Pinal and in the trip to Prescott including those who went ahead and came on later, over 250. These "little journeys" to neighboring cities and towns are very helpful in spreading the word of the operation and a united Arizona. There should be more of them and we want to recommend to the incoming board early plans for a trip to Tucson and the southern part of the state. We are sure that such a trip will be of great benefit in furthering the good which is growing more and more each year between all parts of Arizona. The day of helping one part at the expense of another exists no more with us and we are all growing to feel that the best way to help ourselves is to help others. The chairman of the committee on excursions will be glad to have suggestions from all members for further trips.

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ment accounts into shape with all speed, and to keep company and register. The chief clerk, as well as to advise officers and men to settle personal accounts with tradesmen. These orders apply to commands that have not even been designated among those due to return home, and give rise to the belief that the troops are held in readiness for other fields.

To New Stations

COLUMBUS, N. M., Feb. 6.—The first of the new stations of Mexico will start for their new stations tomorrow when the Fifth and Seventh United States cavalry, with pack train and various wagon companies strike tents at dawn and start on their way to the new stations. The Sixth United States infantry follows by motor truck. Batteries B and C of the Sixth United States field artillery will begin their march to Douglas, Ariz., tomorrow, while Ammunition Company No. 7 trains for Eagle Pass, Texas. Twenty Villa followers captured by Pershing's men were brought before an examining board today for their part in the Columbus raid. Proceedings against them tomorrow.

About 500 of the Mexican refugees

who followed Pershing to the border have accepted jobs in New Mexico.

Carranza Takes Baths

QUERETARO, Feb. 6.—General Carranza left today for Hacienda San Antonio, near Queretaro, where will take the mineral baths for several days.

GERMAN CREWS PUT SHIPS OUT OF COMMISSION

(Continued From Page One)

ly that there had been no developments

to change that attitude. It also was explained authoritatively that the next step of the United States, if one is necessary, will be taken without addressing any inquiry to Germany. If American lives on ships are illegally destroyed by the Germans, action will follow as soon as the fact is established to the president's satisfaction. Entente diplomatic representatives here allowed it to become known during the day that while highly gratified over the break with Germany, they were not at all anxious to see the United States actually drawn into the war. They frankly expressed a growing fear that Germany deliberately precipitated the rupture for the purpose of starting military preparations in America and thereby cutting off munitions and supplies from the allies. Secretary Houston told the cabinet that data in the hands of the department of agriculture shows that the United States can be self-sustaining whatever may happen to cut her off from the rest of the world. There is no danger, he said, of the country being placed in the position of most of the European belligerents so far as the food supply is concerned. Attorney General Gregory reported on bills which will soon be presented in congress strengthening the hands of the government in many directions. These include a measure for suppression of spying. He said he and his assistants had been busy on these questions ever since diplomatic relations were severed. Plans for increasing the force of special agents employed by the department for secret service work have already been made and a request for an additional appropriation for this work probably will be made of congress in the near future. Secretaries Daniels and Baker went

Instrument at the right is the \$35 Columbia Grafonola. It has the hinged enclosing lid, the tone-control leaves at the front, the new and wonderful Columbia reproducer and the powerful motor that plays three records with a single winding. Sent on Approval--(and on Easy Terms, if accepted) This \$25 or \$35 Model Columbia Grafonola. The \$25 model of the Grafonola, here pictured, possesses all the essentials that make up a real instrument of music--a full, clear, natural tone; strong motor and tone-control shutters. In mahogany or quartered oak. MARVIN'S MUSIC HOUSE, "In the Ford Corner"

"DISTINGUISHED PEOPLE OF ARIZONA" So many inquiries, both by mail and in person have been made of us since the original announcement of the volume "Distinguished People of Arizona" that we have decided to commence work upon it at once. The list of persons entitled to admission to this book has been prepared and those on the list will be immediately invited to participate in the volume. A representative of DUNBAR'S WEEKLY starts on a trip over the state today in the interest of the book. A limited number of copies of this volume will be offered the public at five dollars per copy. DUNBAR'S WEEKLY Creighton Building Phoenix, Arizona