

# WHAT PHOENIX FAILED TO SEE

## The Great Copper Camps at Ray and Adjacent Territory a Market Which is Being Neglected by the Local Trade

"I don't know what kick Phoenix has coming on opportunity," said an eastern traveling salesman recently while discussing a trip he had just made to the copper camp district around Ray, Hayden and Sonoran.

The discussion took place on the train bound for Phoenix and several Phoenix men were lamenting the slump in business occasioned by the war.

They held that the city was a great loser by the war, that business had taken a decided slump and that there were not the opportunities for making money that existed before the great European conflict.

The salesman cut into the discussion with the opening paragraph remark and instantly drew the fire of the Maricopa county men in the group.

"I reiterate the statement that Phoenix is not making the most of her opportunities," said the traveler, and I can prove it to you.

"I have traveled all over the west in the past three months and I have not seen as prosperous conditions anywhere as I encountered at Ray and Hayden.

"There is more money in circulation, more men per capita employed than in any spot that I know of, and if Phoenix is not taking advantage of the splendid market right at her door there is something wrong with Phoenix, not conditions."

"I don't know what effort Phoenix is making to induce the golden flood loosened every two weeks at the camps of the Ray Consolidated to flow Phoenixward, but I do know it would make many a larger city than Phoenix mighty prosperous if it could control the market afforded."

"All those people there are making money. They require everything for the comfort of man and his family and Phoenix is the logical market spot."

"I don't know conditions in Phoenix but I do know the chance is there to make it the best city in the section for it is a natural distributing point."

"Do you know," he continued, "the smelter and mill men at Hayden were given a raise the first of July amounting to eighteen dollars to every man employed in the camp, and not a mention of the fact has been made in a Phoenix paper today."

"This added money alone constitutes a splendid opportunity for the capital city to hold out some inducements to the men there to trade in Phoenix. The hue and cry all over the land is the curse of the mail order house, and yet the local merchant instead of taking a leaf out of the book of the mail order man, sits with his hands folded and watches the dollars right at his door go speeding by to some eastern catalog house."

"What Phoenix needs is some one to wake her up and start a campaign to promote friendly relations between the merchants of the city and the hundreds of prosperous buyers in the copper camps."

"And while you are talking copper



**5 HERE THERE EVERYWHERE**

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# SHELTON'S FAITH RECEIVES REWARD

## He Has Communicated it to Two Hayden Citizens

M. H. Shelton still believes that Arizona's best market is in the state and this past week has demonstrated his faith to the extent of selling to two well pleased Arizonians both of Hayden, Arizona. One of these, Mr. Mayfield, is the lucky purchaser of one-half block, improved with a 3-room house, lots E. 8, 10 Block 17, Irvin All and Mrs. Nellie Reese 24 lots, improved with a house, fine shade and a variety of mixed fruit. Both purchasers are making extensive improvements and while the property was purchased for their homes they will not take up immediate residence on account of the active business interest in Jerome and Hayden.

The purchasers were informally entertained at Lucas and Hoke's cafe, where a spread was laid for 23 and were given a duck feast, cream tomato soup, rock cod, corn on cob, ripe figs, olives, Jersey ice cream, nearly all of which came direct from M. H. Shelton's ranch at Acre City, to the well decorated table. M. H. Shelton, as usual had to watch Phoenix grow and began to tell some of the things which is destined to make Phoenix a great city, Arizona furnishing copper for the world, cattle and sheep for California and the east, the finest oranges in the world for Christmas for New York and Chicago, and vegetables and fruit which should be sent direct from the field to the mines. He emphasized above all things that now is the time to buy because within 90 days he expected to see the beginning of the biggest wave of prosperity over the whole United States ever experienced, and Arizona will be a sharer because our resources are yet in the baby stage.

Camps there is growing at Superior a mighty good town. It is young but it is awfully healthy and will stand a lot of nourishment. It is reaching out with its baby hands for the products of the farm to feed the men employed in its camps and with the addition of the new railroad and the price of copper up where a splendid profit is pouring into the mine owners the camp is bound to be a big buyer of everything Phoenix has to sell.

"I don't believe that any concerted effort has been made to reach out after the business that is bound to come out of Superior."

"I might go and tell you of a half dozen other spots but there is no necessity. They are right at the Phoenix door, and if the grubbing merchant can't see them he needs an oculist."

"While we are on the subject don't overlook the fact that the big property at Christmas, the end of the S. P. branch, is going to be one of the big things to make Phoenix prosperous if Phoenix wants to get the benefit of the trade that is sure to come when that camp gets shipping ore."

"There is splendid activity there now and it will not be six months until that whole section will be teeming with men digging copper from Mother Earth and they all eat and drink and wear clothes and Phoenix has the several commodities to sell."

"But you will be thinking I am a copper camp booster, if I don't tell you that right under your nose is a town that has no copper camp post roll and yet it is waking up with a start."

"When I asked about Florence a Phoenix man told me it had been asleep for thirty years. That man is the one who is slumbering. He should buy a ticket to Florence and take a peep at a mighty prosperous little agricultural town. Without an irrigation system this little city is marketing a lot of grain and incidentally showing speed in its business make-up. While there my customer told me that Florence had voted bonds for an \$50,000 school building. Had set aside a tidy sum for road building, and incidentally I saw more business houses in the course of construction in Florence than I saw in Phoenix."

"The trouble is with Phoenix and not with the country. If you don't think this is a fact take a trip to any other city in the state and note conditions."

"Phoenix needs a business alarm clock. Do you know on the whole trip I made to the camps and the country along the S. P. branch I did not see a single advertisement directed to the men at work there from a single Phoenix business."

"All of the advertising is directed to the Phoenix buyer, while the men there have more money per capita than they have in Phoenix and they have no place to spend it save by resort to the mail order catalogues."

"Take a tip from me," he said, "import a big size gun and make Phoenix no. Opportunity is breaking her knuckles on the front door and there is nobody at home."

### OBJECTS OF THE DARDANELLES EXPEDITION

The objects of the Dardanelles expedition were threefold. I understand. 1. This was entirely imperial. The Turk is Mohammedan, and Britain has many millions of Mohammedan subjects. An Oriental respects force. With the Turks talking of the invasion of Egypt, the Mohammedan masses might believe that the assiduously circulated German report of British effeteism was true. Turkey on the defensive, with wounded streaming into Constantinople and British submarines sinking transports in the Sea of Marmora, was another kind of object lesson.

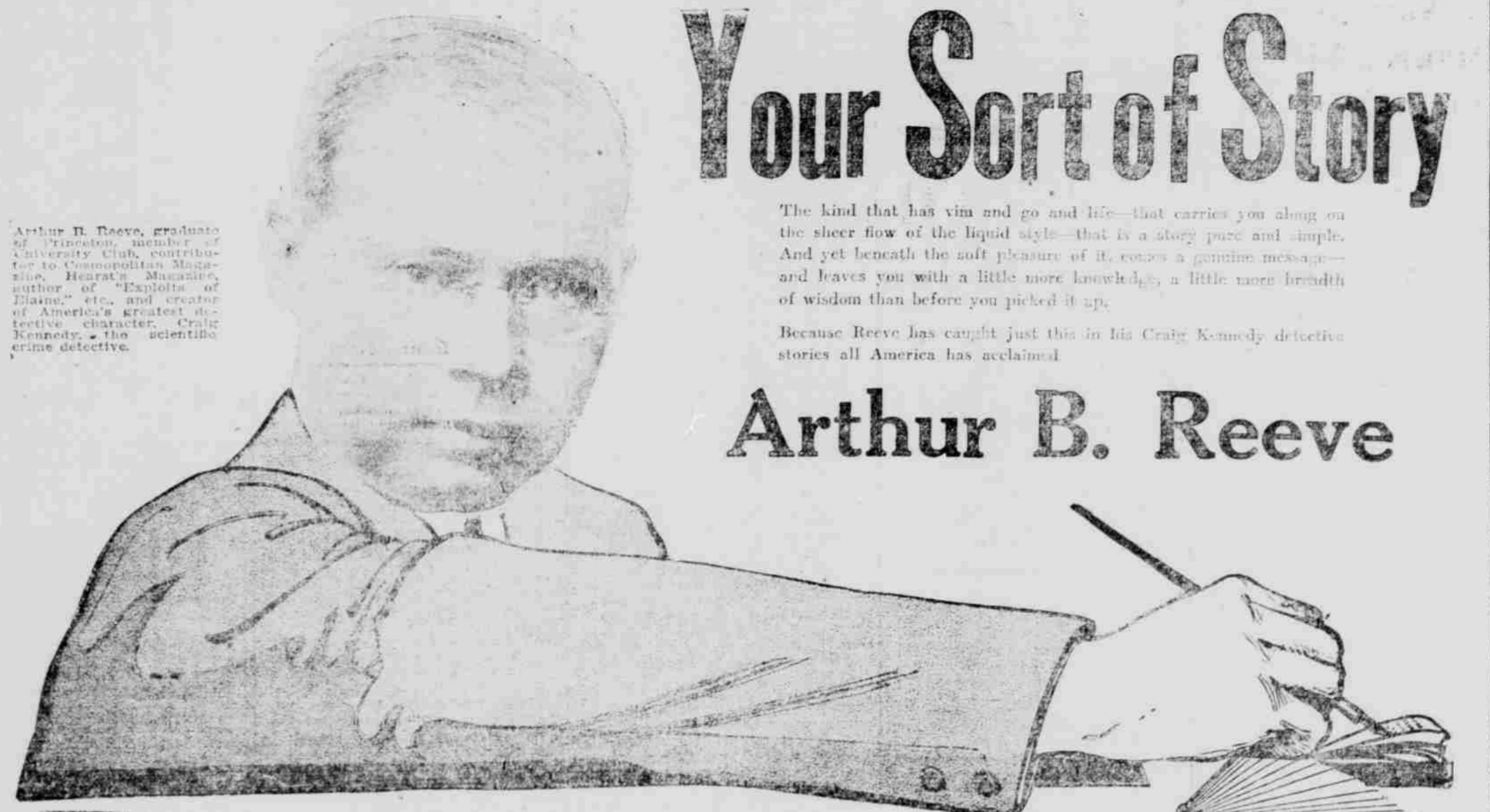
2. A wavering Italy and the wavering Balkan States would be more influenced by a display of allied strength in their own region than by any amount of diplomatic persuasion.

3. If the Dardanelles were opened to traffic, the immense grain reserves of Russia would be released, and she would receive in return munitions for her army.—Frederick Palmer in Collier's Weekly.

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# The Arizona Republican

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