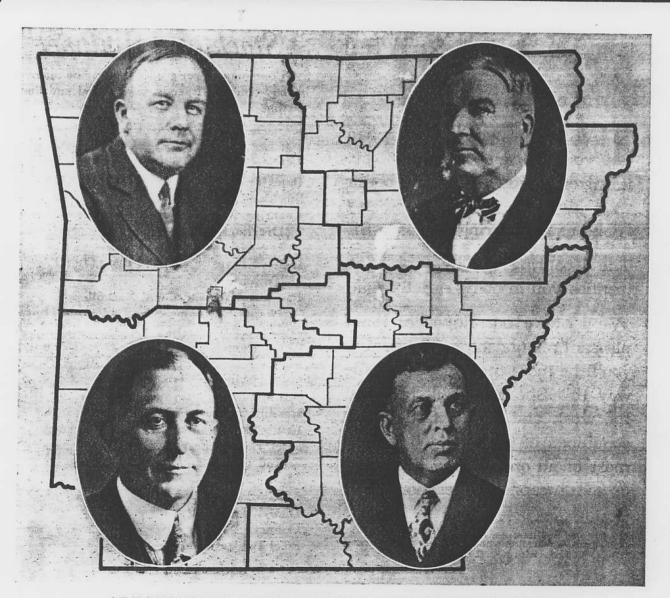
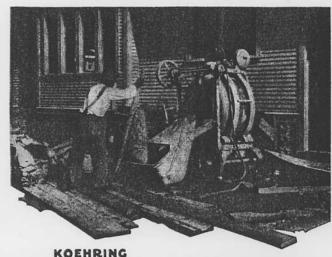
ARKANSAS HIGHWAYS

The Official Magazine of the Arkansas State Highway Department, Little Rock



ARKANSAS HIGHWAY DISTRICTS AND COMMISSIONERS



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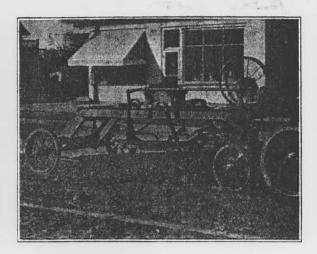
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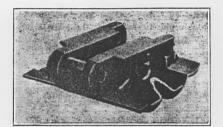
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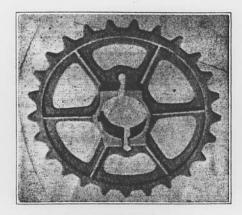
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ARKANSAS

Official Monthly Magazine



State Highway Department

GHWAYS

"Arkansas Highways" is edited in the offices of the Highway Department at Little Rock. Communications relative to advertising or articles and photographs submitted for publication should be sent to The Editor, care Highway Department, Little Rock. The bulletin is sent free to State and County Officials, newspapers of the State and Road Commissioners who apply for it. Permission to reprint any matter contained in "Arkansas Highways," with proper credit is granted to all newspapers of the State.

VOL. VI

MARCH, 1929

No. 3

New Road Construction Starts With a "Bang"

Contracts Awarded On Thirty-five New Projects Aggregating Virtually \$2,000,000—Work to Start Immediately

In the first big letting of 1929, the State Highway Commission, at its March meeting following the issuance of \$28,000,000 in bonds by the State Note Board, awarded contracts on thirty-five new road and bridge construction jobs, which will call for a total expenditure of approximately \$2,000,000.

More than 150 bids were received on the various projects. These were tabulated, and lists prepared of the three low bidders on each job. With virtually no exception, the awards were made to the lowest bidder. In the three cases where this was not done, the reason was either that the bidder received other awards believed to involve as much work as he was equipped to handle at one time, or that he was already behind on work previously awarded by the commission.

The complete list of jobs and awards was as follows:

Job No. 176, approximately 176 feet of treated timber pile bent bridges on Marianna-Clarendon road, Monroe and Lee counties, to L. G. Newsom, Marks, Miss., on a bid of \$21,912.30.

Job No. 205, approximately five miles of grading, drainage structures, gravel surfacing and one timber bridge on the Stuttgart-Ulm road, Arkansas County, to Ayres & Graves, Hope, Ark., on a bid of \$23,867.81.

Job No. 211, approximately 90 feet of reinforced concrete bridge on Pine Bluff-Free Bridge road, Jefferson County, to Philpot Construction Company, Pine Bluff, \$10,500.

Job No. 245, approximately 14½ miles of grading, drainage structures and gravel surfacing on the Monticello-Collins road, Drew County, to Newell Construction Company, Little Rock, for \$105,441.40.

Job No. 293, approximately 725 feet of timber bridges on the Lake Village-McGehee road, Chicot and Desha counties, to J. F. Mullins, Pine Bluff, \$21,-055.48.

Job No. 321, approximately 2,384 feet of concrete bridges on the Fulton-Texarkana road, Miller County, to Fred Luttiohann. Topeka. Kan., \$143,179.56.

Job No. 364, approximately 13 miles of gravel surfacing on the Hope-Lewisville road, Hempstead County, to J. W. Gwin, Birmingham, Ala., \$28,713.26.

Job No. 370, eight miles of gravel surfacing on the Texarkana-Louisiana State Line road, Miller County, to J. W. Gwin, Birmingham, Ala., \$11,613.15.

Job No. 428, eight miles of concrete paving on the Fort Smith-Charleston road, Sebastian County, to Shultz Construction Company, Fort Smith, \$172,-216.51.

Job No. 436, five miles of concrete pavement on the Mountainburg-Fine Springs road, Crawford County, tentative contract to Porter Construction Company, Tulsa, Okla., on bid of \$93,142.67 pending approval from Federal government.

Job No. 475, nine miles of concrete pavement on the Charleston-Paris road, Franklin County, to the Turk Construction Co., Little Rock, \$181,281.61.

Job No. 484, approximately 417 feet of concrete bridge on Gentry-Gravette road, Benton County, to Cook & Ransom, Ottawa, Kan., \$23,839.35.

Job. No. 558, approximately 670 feet of timber bridges on Heber Springs, Edgemont road, Cleburne County, to L. G. Newsom, Marks, Miss., \$17,169.19.

Job No. 581, approximately 311 feet of concrete bridges on Hardy-Williford road, Sharp County, to Cook & Ransom, Ottawa, Kan., \$34,414.06.

Job No. 597, sixteen miles of gravel surfacing on the Newport-Tupelo road, Jackson County, to F. D. Harvey & Co., Memphis, \$24,802.54.

Job No. 599, approximately 345 feet of timber bridges on Mountain View-Timbo road, Stone County, to M. K. Orr, Little Rock, \$22,310.25.

Job No. 653, approximately eleven and one-half miles of gravel surfacing on Hot Springs-Malvern road, Hot Spring County, to J. W. Gwin, Birmingham, Ala., \$20,695.85.

Job No. 658, approximately three-tenths of a mile of concrete pavement on Benton-Hot Springs road, Saline County, to Turk Construction Co., Little Rock, \$10.216.62.

Job No. 760, approximately four and one-half miles of grading, drainage and gravel surfacing on the Harrell-Hampton road, Calhoun County, to L. A. Lemon, Booneville, Ark., \$29,727.17.

Job No. 768, approximately two and one-half miles of grading and drainage structures on Smackover-Camden road, Ouachita County, to E. A. Enloe, Shreve-

port, La., \$31,604.99.

Job No. 770, approximately 4,911 feet of concrete bridges and timber bridges and 163 feet of earth embankment approaches thereto on the Camden-East road, Ouachita County, to Brown-Abbott Company, Dallas, Tex., \$249,287.24, a tentative contract awaiting approval of U. S. Bureau of Public Roads.

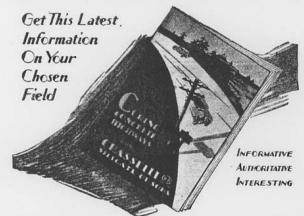
Job No. 780, approximately fifteen miles of concrete pavement on the Smackover-Camden road, Union and Ouachita counties, to Hartmann & Clark Bros., Peoria,

III., \$310,005.47.

Job No. 876, approximately fourteen miles of gravel surfacing on the Dardanelle-Ola road, Yell County, to Batson Bros., Dardanelle, Ark., \$11,735.96.

Job No. 878, approximately 506 feet of steel and concrete bridges and 443 feet of earth embankment approaches thereto on Clinton-North road, Van Buren County, to Merritt, Short & Co., Glenwood, Ark., \$47,170.55.

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Job No. 890, nine and one-half miles of gravel surfacing on the Ola-Perry road, Perry County, to Cook & Ransom, Ottawa, Kan., \$9,815.45.

Job No. 913, eight miles of grading and drainage structures on the Harrison-Eureka Springs road, Carroll County, to Cole Bros. & Denniston, Fayetteville, Ark., \$66,092.28.

Job No. 976, approximately 60 feet of concrete bridge on Mountain Home-Norfork road, Baxter County, to Cook & Ransom, Ottawa, Kan., \$5,153.21.

Job No. 979, approximately nineteen miles of gravel surfacing on the Harrison-Omaha road, Boone County, to M. E. Gillioz, Monette, Mo., \$46,011.94.

Job No. 981, approximately one and one-half miles of grading, drainage structures and gravel surfacing on the Flippin-Cotter road, Marion County, to Miles S. Proctor, Yellville, Ark., \$19,958.86.

Job No. 1010, approximately 1,094 feet of timber, steel and concrete bridges on the Paragould-Corning road, Greene County, to Miller Garage and Construction Co., St. Louis, \$60,787.28.

Job No. 1090, approximately 251 feet of concrete bridges on the Leachville-Blytheville road, Mississippi County, to Booz-Boyd & Co., Russellville, Ala., \$38,-457.04.

Job No. 10104, six miles of grading and drainage on the Hoxie-Alicia road, Lawrence County, to the Newwell Construction Co., Little Rock, \$32,214.56, tentative pending approval from U. S. Bureau of Public Roads.

Job No. 10119, approximately 458 feet of timber pile bent approach to St. Francis river bridge on the Piggott, Missouri State Line road, Clay County, to Oscar Kochtitzky, England, Ark., \$12,326.85.

Job No. 10126, approximately six and one-half miles grading and drainage structures on the Hoxie-Alicia road, Lawrence County, to Newell Construction Company, Little Rock, \$27,688.77, tentative award pending approval of United States Bureau of Public Roads.

ARKANSAS WINS FAVORABLE COMMENT

Authorization by the Forty-seventh Arkansas General Assembly of an expenditure of \$65,743,166.70 for highways during the next two years has won favorable comment for the State in a large number of the highway publications issued throughout the country.

In many States having several times the number of automobiles licensed in Arkansas, our method of financing through license fees, a five-cent gasoline tax and the annual sale of highway notes to be liquidated through a period of years from the gasoline tax, has excited interest and elicited praise.

In Iowa, where a million-dollar road bond bill adopted last November by the voters has just been invalidated by the courts, the legislative committee working at Des Moines on ways and means of carrying out the people's expression for an enlarged highway program, has devoted considerable study to the Arkansas plan as worked out in the Martineau Law and its more recent amendments.

Highway Department Removed From Politics

Alexander Law Enacted By Last General Assembly Makes State Highway Commission Entirely Appointive

Enactment by the Forty-seventh General Assembly of House Bill No. 418 by Representative E. E. Alexander of Mississippi County, definitely removes the conduct of Arkansas highway affairs from politics and places the department upon an appointive basis, similar to that of New York, North Carolina, Pennsylvania and various other States which have achieved the most outstanding success in the development of their State Highway systems.

The new law makes no change in the number of commissioners, which remains as now, one for each of the four Agricultural School Districts and one from the

State at large.

It provides, however, for the appointment of each of the five commissioners by the Governor. Under the executive action of Governor Harvey Parnell in reappointing the present commission immediately following the signing and approval of the Alexander Law, it will have no effect upon the present personnel.

Chairman Dwight H. Blackwood and Commissioners J. L. Williams, Justin Matthews, Sam Wilson and J. S. Parks, members of the old commission, all were reappointed and immediately confirmed by the Senate.

Under the Alexander Law, one commissioner is to be appointed every two years, on the first day of February. In order to provide the start for this rotation, the Alexander Law specified that at its organization meeting the new commission should determine by lot or otherwise, which members should be assigned to the two, four, six, eight, and ten year periods, transpiring until the first expiration of the various terms.

The commissioners elected to decide this question by lot and the various terms were assigned as follows: J. L. Williams, the two-year term, expiring February 1st, 1931; Dwight H. Blackwood, the four-year term, expiring February 1st, 1933; Sam J. Wilson, the six-year period, expiring February 1st, 1935; Justin Matthews, the eight-year period, expiring February 1st, 1937; J. S. Parks, the ten-year period, expiring February 1st, 1939.

As each of these terms expires, the resulting vacancy on the commission will be filled by appointment by the

then Governor of Arkansas.

On the cover page of this issue of "Arkansas Highways" may be found a map of the State showing the District Commissioners and the boundaries of their districts. Chairman Blackwood was appointed as the commissioner-at-large by Governor Parnell in recognition of the fact that he held his former position by popular election of the entire State.

The law provides that the chairman of the commission shall devote his entire time to the duties of the office. He is the only paid member of the commission, the four district commissioners serving without compensation except actual expenses incurred in attending meetings or performing duties designated by the commission.

It will be seen that the Alexander Law eliminates the necessity for the biennial political scramble for the control of the State Highway Department, which has kept the State in a turmoil and which has resulted in much lost motion in the carrying out of the highway program.



DWIGHT H. BLACKWOOD, Chairman Arkansas Highway Commission

The change provided by the law has been generally advocated by the press of the State and is in line with the practice adopted by the States which have achieved the most outstanding success for their highway programs, notably New York, Virginia, North Carolina and Pennsylvania.

Another change made by the Alexander Law separates the Land Office from the Highway Department and Miss Belva Martin becomes its head, having been appointed as the first woman to occupy the office of State Land Commissioner.

The Alexander Law provides that monthly meetings of the commission shall be held on the last day of each month, Sundays excluded. Adjourned meetings may be held and other meetings on the call of the chairman or a majority of the highway commissioners.

This law contains a recodification of general laws affecting the State Highway Department, including the various features of the Harrelson and Martineau Laws, the law governing the issuance of State Highway notes and various measures covering the registration of motor vehicles and the regulation of chauffeurs and operators of public vehicles. Very little change, however, is made in any of these particulars, the principal feature of the new law being the removal of the highway program from politics.

New Road Bond Issue Negotiated Successfully

Highway and Toll Bridge Bonds Aggregating Twenty-eight Million Dollars Are Sold Above Par For 1929 Program

In spite of unsettled market conditions, more unfavorable than at any previous letting, the State Highway Note Board, at an adjourned session March 29th, sold \$28,000,000 worth of highway and toll bridge bonds for the purpose of carrying out the provisions of the highway appropriation bill passed by the Fortyseventh General Assembly.

Bonds were purchased by the Halsey-Stuart Syndicate of New York and Chicago, on a bid of par, plus \$280 premium for half of the issue, at five per cent for immediate delivery. The second half, to be delivered July 1st, was bid in at par plus \$70,000 premium, this issue also to bear five per cent. The syndicate was said to include forty of the largest banks and bond companies of the north and east and seven Arkansas banks and bond dealers.

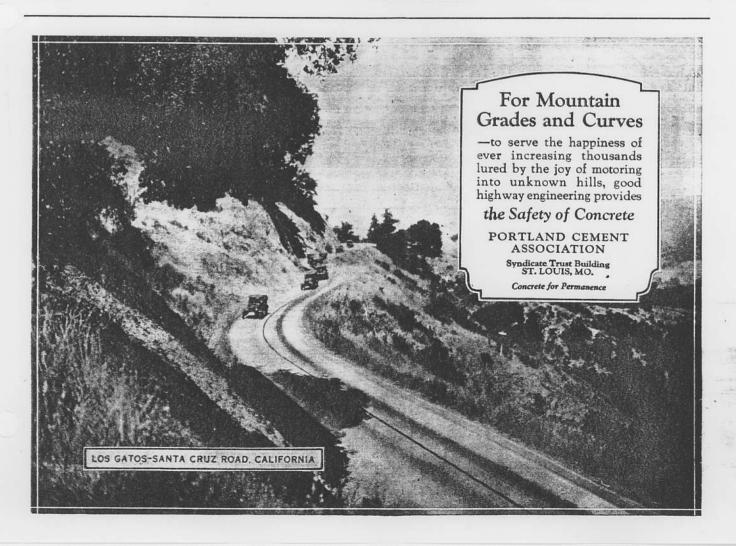
The Arkansas firms interested in the bid of the Halsey-Stuart Syndicate were said to be the Union Trust Company, of Little Rock; M. W. Elkins Company, the American Southern Trust Company and the W. B. Worthen Company; the Merchants and Planters Bank of Pine Bluff and the Merchants National Bank of Fort Smith.

Five per cent interest will be drawn by the State on the deferred delivery from the date of sale to the date of delivery.

While the sale was held under much less favorable financial conditions than any of those which have preceded it under the Martineau Law, members of both the Note Board and the Highway Commission felt that the State had secured very favorable terms on the new loan.

As a result of the successful outcome of the letting, the 1929 program of construction, as outlined by the Highway Commission before the Legislature, will be carried out immediately.

Governor Parnell, under the new highway law, will not be required to sign bonds in person, but only by facsimile signature. As a result, it was not necessary for him to accompany the other officials who were required to go to New York to sign the bonds. Chairman Blackwood, Justin Matthews, Ralph Koonce, State Treasurer, and deputies from the office of the Secretary of State and the Auditor's office, will sign and perform the other necessary operations to validate and deliver the first installment.



Highway Commissioners Correct False Impressions

Commissioner Matthews Issues Statement Correcting Impression Relative To Legislative Lobbying

Professional critics of the State Highway Commission, disappointed over their failure to impress the Forty-seventh General Assembly with their imaginary grievances, in many ways have sought to lead the public to believe that the commission had taken a hand in lobbying for some of the general tax measures considered by the Assembly.

Nothing could have been further from the truth, for the reason that the Highway Commission as a body, and the individual members, were too busy and too interested in the success of the highway program to give attention to other matters or to jeopardize the success of the program by outside politics.

Speaking for his associates as well as himself, Commissioner Justin Matthews issued a statement declaring emphatically that the only bills discussed with legislators were bills affecting the State Highway Department or the State Highway program, and that these discussions were held only in committee meetings, attended by the various interests affected.

Mr. Matthews' statement is as follows:

"In a front page article of last Sunday's Gazette, a member of the last Legislature in discussing the recently passed highway act, made the following statement:

"'When the act was discussed before the House of Representatives spokesmen for the administration and the Highway Department said that it was designed to take the Highway Department out of politics. The ink had hardly dried on the Governor's signature to this bill before Justin Matthews, Dwight Blackwood, Sam Wilson and John S. Parks, four of the members of the Highway Commission, who were reappointed under the act, were back on the floor of the House, lobbying for the passage of the Governor's omnibus bill and their lobbying continued on one bill or another until the close of the session.'

"The public who read this statement last Sunday, perhaps were not aware that the author is trying to get breeze enough to fly his kite in the next general election. I predict that in the next general election, this young man will be seeking a State office and making a fight on the State Highway Department in order to rake up an issue.

"I approached no representative or senator in the recent Legislature and asked him to vote for or against the omnibus tax bill or any other bill.

"I discussed tax legislation with only two representatives and one senator. The two representatives brought up the subject and a third party brought up the subject when a senator was present.

"As a member of the Highway Commission, I repeatedly refused to express my opinion to House and Senate members on various pending bills.

"I discussed only bills affecting the Highway Department and then in almost every case before a committee.

"There were two bills of a local nature that I was interested in, affecting lands in or adjacent to cities of 10,000 inhabitants, and I asked support of these meas-

ures only by appearing before committees when bills were to be heard or by writing letters to senators and representatives who were representing counties with a city of 10,000 population.

"Said article of last Sunday in speaking of the High-

way Commission, contained the following:

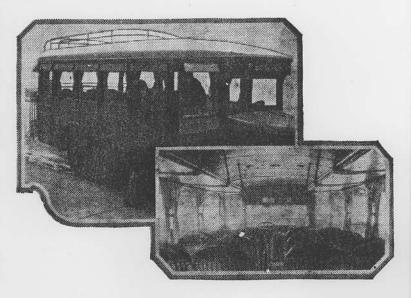
"They have absolutely fought every effort for an investigation of the department."

"The members of the House who introduced the bill that was passed which provides for three certified public accountants to continuously audit the books of the Highway Commission; namely, Representative Plank of Washington County; Representative Mixon of Lee County; Representative Winham of Miller County and Representative Cardwell of Benton County, will testify that the Highway Department strongly favored the passage of this bill and during the closing days of the session, fearing that this bill might die on the Senate calendar, the writer wrote letters to several senators urging that this bill be passed. Those I thus wrote to were: Senators Caldwell, McKennon, Gentry, Butt, Jones, Purkins and others."

MISSOURI PACIFIC EXTENDS BUS LINES

Some idea of the rapidity with which bus transportation is being developed is to be gained from the order just placed by the Missouri Pacific for twenty new motor coaches to cost approximately \$200,000, announcement of which has been made by P. J. Neff, vice-president and general manager.

All of the busses will be decorated with the standard color scheme adopted by the company, being painted a deep maroon with silver trimmings, bearing the trademark of the Missouri Pacific in bright red. Several different manufacturers were represented in the order, among them The White Company, General Motors and the American Car and Foundry Company. All of the coaches are of the parlor-car type, shown in the picture below.



"State Highway Administration More Stable"

-Editorial in Arkansas Gazette -

If the wisdom of bestowing so long a tenure of office on the highway commissioners is questioned, it may be said that it has worked well in other States, notably in two whose highway progress is outstanding. New York and North Carolina. New York has kept at the head of her highway affairs for a decade, and still retains, Col. Frederick Stuart Greene, who has been giving the tax-payers a dollar's worth of roads for every 100 cents of highway money put at his disposal. In North Carolina, Frank Page, brother of President Wilson's ambassador to England, served for ten years as the appointive head of the State Highway Department, and recently resigned of his own accord because the major part of the job he had undertaken for the benefit of his native State was done, and he had earned relief from onerous responsibilities.

It is said that Arkansas, Michigan and Massachusetts are the only States that still elect their highway commissioners. In all other States the governor appoints the entire commission, and in most States the appointments are for long terms. It is obvious and fundamental that the official who builds a State's highways should commend himself to the approval of his fellow citizens by his qualifications as a road builder, not by

his ability to win a plurality of the votes cast in a State primary election.

A bill drafted by the joint Committee on Roads and Highways proposes to abolish the present elective office of State highway commission. Highway affairs would be put under the control of a highway commission of five members, to be appointed by the Governor, with the consent of the Senate. The commissioners would select one of their number to serve as chairman. This officer would devote all his time to the department and receive the salary now paid the elective commissioner.

This measure may be attacked as an attempt to perpetuate the present highway administration. There will doubtless be opposition to making the elective position of highway commissioner appointive. But the vital and important question is whether Arkansas shall put her highway administration in line with the practice of practically every other State in the Union. Once the system was working, one commissioner would be appointed every two years for a ten-year term. Under normal circumstances no governor would have more than one appointment to make during one executive term. The object of this arrangement, of course, is to remove highway affairs from political control as far as possible, and to make the commission a stable body, which would map out and follow consistent policies over a long period.

MUCH CITY PAVING CONTEMPLATED

All over Arkansas cities and towns are planning street paving projects for the immediate future, which promises to make 1929 an outstanding year in this line. Among the cities and towns in which plans for such work already are well under way are: Eureka Springs, with approximately five miles of State-aid paving, the largest project of this kind yet to be started; Harrison, with one district just completed and another in prospect; Siloam Springs, with two jobs that have just been let; Camden, with two jobs in which the districts are well under way; Benton, with a job that has just been let: Dermott, Gurdon, Pine Bluff, Marianna, Searcy, Hot Springs and Springdale.

Texarkana has just awarded a \$15,000 contract for permanent improvements of a municipal air-port.

On the big Eureka Springs job, F. A. Pritchett of Little Rock, who handled the engineering work on the Harrison job just completed, has been named as engineer, the contractors being the Altman-Rogers Company of Wichita, Kansas. On the two jobs at Siloam Springs, W. L. Winters of Fort Smith has been selected to handle the engineering, and at Benton, the Lund Engineering Company of Little Rock has been designated; in Marianna, the Thomas H. Allen Company of Memphis is handling the preliminary work and has just completed the survey of most of the principal residential streets. This job, if it is carried through as now projected, will be one of the largest city jobs recently awarded, the estimated cost being approximately \$250,-000.00.



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TRUCK5

APRIL SHOWERS

A Timely Dissertation by "The Old Veteran," James R. Huff in "Tips For Salesmen"

One of the most seasonable reminiscenses we have seen lately is "Uncle Jimmie" Huff's article on "APRIL SHOWERS," reproduced herewith from the house organ of the Chattanooga Medicine Company.

Inquiry as to the identity of the big, fat, flop-eared, country boy mentioned in this article has disclosed the fact that he is none other than our own Tom Anderson, General Manager of the American Company of Arkansas. Tom is out of town as these lines are written, and he has had no opportunity to make denial or defense. However, the hour of going to press is at hand and we will give Tom his day in court in a later issue. In the meantime, while the April showers are falling, we want our readers to have the benefit of "Uncle Jimmie's" old-time philosophy.—Editor.

"Lots of things ought to be done right now. There is that hillside fence to move, and more grubbin' to be done in the new ground, and that piece of corn land must be broken up, and we've got to have some new plows, trace chains, heel bolts, clevices and a whole passel of other things, and get to work. Dad-blame the luck! Will it ever quit raining? One mule has a stove-up leg and the gray mare's back is still sore, and everything is wrong, and it keeps on raining." As a farm boy, did you ever hear anything like this?

A few days ago, in a great State west of the river, we met a big, fat, flop-eared country boy who is the sales executive of a big concern with many branches. He asked us if we had ever sold goods on the road, and we told him we had sold some few. He wanted to know (this old Clod-Buster has an inquisitorial mind) under what conditions we persuaded rural dealers to buy our



merchandise. Said his men hesitated in their trips when the weather was damp although they traveled in enclosed cars. We told him we had worked country trade in a buggy in zero weather with no foot warmers, no double lap robes, no nothing, except chattering teeth, blue nose, numb hands and a frozen face, and produced results because we had to, or lose our jobs.

We furthermore could have told our friend that we had forded streams that were out of their banks, that the

buggy top was folded back and we took our grips in our lap and sat on the back of the seat with our feet in the seat, and that the team had to swim while the water sloshed all over the buggy and all over our feet, and the seat of our britches got wet and we had no dry clothes because our grips were flooded, and we worked the rest of the day and sold goods and ate canned salmon, oysters, sardines, etc., had a good time and dried out that night at some farmer's house. We were drummers and not traveling sales representatives. We worked and didn't faint. We sold goods because selling was our job.

And for days we have slogged over and down into roads that would now be declared impassable. We have jammed, with fence rails, solid hunks of mud from between the spokes of all four of our wheels. We have had wheels collapse under such conditions, which meant walks and waits in the rain, sleet, snow and cold. We have had to doctor sick horses and lose a day or two while the driver went back to his stable in town for another team. We have driven far into dark and stormy nights, hunting places to stay and we have gone to bed late in fireless rooms without supper when we were cold, wet, tired, muddy, hungry and generally out of sorts. Yet we sold goods. We are advised that some of these modern young Bucks with closed cars and paved roads use bad weather as an alibi. April showers! If you want orders bad enough, you will get orders under all conditions!

We are hopping along, fellers. Back home we washed our hands and face on the back porch out of a tin pan. We took a bath Saturday nights in a big tub by the kitchen fire. We went in washing in the creek in warm weather. We went on the road and saw a little white button in our hotel room and under it was printed, "1 Ring Ice Water. 2 Rings Hot Water. 3 Rings Bell Boy," and so on. Then we moved up a peg to a hotel which advertised, "Hot and cold running water in each Fire was extra—so was a bath. Then along trotted steam heat and telephones in each room and an electric reading light by the head of our bed, and you turn a faucet for all kinds of water, and there is a combination bottle uncapper and corkscrew on the bath room door facing, and there is a boy to tote your grip every time you move. A certain young college chap recently lamented the fact that a bunch of lads his age actually had to walk ten whole city blocks. Poor kids! It's a hard life, boys-but don't weaken. showers.

From what we can gather, the late models of traveling salesmen lead one hellofa life. They have a hectic time keeping up with radio programs, the last things in neckties, screen stars, Janes, aged corn, double breasted coats, concrete roads, new tires and musical records. We might slip in a line right here about sales managers training their men to sell anything they want them to sell, but we won't write it. Here's the point. A salesman can sell anything he wants to sell and a real sales manager trains his men to sell the lines he wants

them to sell. He makes them want to sell what he wants them to sell. Now this may not be crystal clear, but enough salesmen and sales managers will catch what we mean to justify the paragraph. April showers are not stream swelling rains anyway. They are just promises of a growing strength for the ground.

When we went on the road we were pretty middlin' young and, in April, we did a powerful lot of courting. "In the spring a young man's fancy lightly turns to thoughts of love." Our "Fancy" didn't turn "lightly." It just naturally flopped like a five-ton truck loaded with pig iron. We courted and we don't mean maybe—and we still like to see courting couples. But we would like to remind our young friends in the selling game that a pretty face has to be fed and, if you marry her, you are supposed to feed her; so keep in mind the job that is to provide the cash that is to buy what you two will need. It's fine to see roses and violets and daffodils in the April showers, but don't forget that you are out to get orders for goods that bear your house a profit.

In the old country days, April showers meant sassafras tea and cackling hens and potracking guineas and gobbling turkeys and alder tags. There were litters of young pigs, frisky lambs and lots of talk of garden seeds and the breath of young onions was abroad in the land—which reminds us that every year of our life at about this time the fruit crop has been a failure and there would not be enough cotton picked in the entire South to make one shirt, yet we have always had both every season, and this year will prove no exception.

Wouldn't it be a queer April without showers?

ROAD SHOW PROFITABLE TO RIDDELL COMPANY

Those who have observed the heavy expenditures made by exhibitors at the annual Road Show, have doubtless often wondered whether the cost was justified.

The question seems to have been answered in the affirmative by the W. A. Riddell Company of Bucyrus, Ohio, pioneer manufacturers of one-man graders and builders of the Warco line of earth-moving machinery. Fifty of its newly designed screw-lift, rear control, one-man graders, built with rear crawlers, were sold during and immediately after the Cleveland Show, where they were exhibited for the first time.

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PATROL MEASURE LOST AND REPLACED

Senator DuVall Purkins' State Highway Patrol measure, giving inspectors of the State Highway Department police power of enforcement of State Highway rules and regulations, although it was passed by both Houses, came very near failing to become a law.

It was passed in the Senate and sent to the House where it also received a favorable majority, but during the feverish, closing days of the Forty-seventh General Assembly was misplaced by a clerk, so that when it came to be enrolled, it could not be found.

Secretary E. L. Farris, of the Senate, and Charles E. Bone, Chief Clerk of the House, were at a loss to know what to do about this matter and finally appealed to Chief Justice Jesse L. Hart of the Supreme Court, for advice and counsel. Justice Hart advised the two officials to take one of the official carbon copies of the bill, put a new jacket on it, mark it with all the notations put on the original bill, have it enrolled, transmit it to the Governor's office and later to the office of the Secretary of State. This was done with a certificate showing that the original bill had been lost and that the substituted copy was a true and correct reproduction of the bill originally passed by both Houses.

The measure was regarded by the Highway Department as of considerable importance, as the enforcement of highway laws and the apprehension of license-tag violators have been very difficult in the absence of police power.

Contrary to the popular expression, it is not contemplated that the new law will result in the addition of a large number of inspectors or patrolmen to the highway forces, Chairman Blackwood merely desiring that inspectors, engineers and other employees traveling the highways of the State be empowered to enforce the laws.

HIGHWAY BEAUTIFICATION GROWS POPULAR

One of the most interesting incidental benefits from the recent development of a permanent highway system in Arkansas, has been the growth of agitation in favor of highway beautification.

Throughout the State along the main highways the coming of pavement or wide gravel roads has resulted in the general "sprucing up" of the country-side. Fences are realigned, front yards are cleaned up and the use of paint becomes noticeable. There seems to be something about a broad, well-kept highway which makes such ideas very prevalent among those whose homes and farms front the highway.

Besides this individual stimulation, there are many places in which various civic organizations have taken up the idea of systematic roadside planting. Flowers, trees, shrubs and vines all have a place in such programs and the results of such community co-operation quite often are surprising.

Much has been accomplished along these lines by various women's organizations of the State and much more is in immediate prospect. The day will come when every through highway in the State will be an avenue of flowers, shrubs, trees, vines and gardens, which will be a tremendous asset to the State by reason of their attractiveness to automobile travelers who will come from all parts of the country.

Arkansas Public Toll Bridge Idea Not New

Adam Smith Demonstrated Soundness of Principle in 1776

With the State of Arkansas embarking upon a rather pretentious program of construction of State-owned toll bridges, there has been widespread discussion of the prin-

ciples underlying the proposed system.

The toll bridge idea, however, is not a new one. It had been in practice many years when Adam Smith, the foremost political economist of the eighteenth century, published his celebrated "Wealth of Nations" in 1776. At that time discussing these general principles, he recommended that "the greater part of such public works (good roads, bridges, canals, harbors, etc.) may be so managed as to afford a particular revenue sufficient for defraying their expense without bringing any burden upon the general revenue of the society.

"Bridges, for example, may in most cases be both made and maintained by a small toll upon the carriages which make use of them * * *. When the carriages which pass over the bridge pay toll in proportion to their weight or their tonnage, they pay for the maintenance of these public works exactly in proportion to the wear and tear which they occasion of them.

"It seems scarcely possible to invent a more equitable way to maintain such works. This tax or toll, though it is advanced by the carrier, is finally paid by the consumer, to whom it must be always charged in the price of goods.

"As the expense of carriage, however, is very much reduced by such public works (toll bridges), the goods, notwithstanding the toll, come cheaper than they could otherwise have done; their price not being so much raised by the State, as it is lowered by the cheapness of the carriage. The person who finally pays this tax, therefore, gains by the application, more than he loses by the payment of it. His payment is exactly in proportion to his gain. It seems impossible to imagine a more equitable way of raising a tax * * *.

"When bridges are in this manner made and supported by the commerce which is carried on by means of them, they can be made only where that commerce requires them, and consequently where it is proper to make them. Their expense too, their grandeur and magnificence, must be suited to what that commerce can

afford to pay."

These observations, made nearly two hundred years ago by this great student of political economy, fit most surprisingly the situation in Arkansas where several such large bridges are in contemplation. The location of these bridges has not been determined by the whim of the State Highway Commission, or any of its members, but by actual conditions of traffic. It has been determined by actual survey that the traffic now being handled by ferry will be sufficient over a period of years to retire the indebtedness incurred in their construction and maintain them for all time. The difference between the State-owned toll bridge and that which is privately owned is that at the end of the period necessary for the liquidation of the indebtedness or bond issue, the structure reverts to the public and becomes a free bridge. There is also this ultimate advantage to the public, in that the State, through its greater buying power, is able to complete the bridges more cheaply than could be done

by private promotors, and is also under no temptation to water the stock or swell the overhead as has been done in a number of private enterprises now operated in the State.

Inflation of the value of several of these structures by the owners has been the only obstacle to the acquisition by the State of these toll bridges and their dedication to the public. In one or two instances where the tolls charged by the private owners have been exorbitant, resulting in much dissatisfaction on the part of the public and various automobile and traffic associations, the State Highway Commission would already have eliminated trouble by buying these bridges from the owners and taking them over, had it not been for the fictitious values assigned to them through the unwarranted inflation of bond issues and overhead expense.

This same toll bridge idea, so clearly discussed by Adam Smith many years ago, also underlies the entire present highway program in Arkansas since in effect, a five-cent per gallon automobile tax is a toll charged those who actually use the highways of the State. It is the fairest and most equitable toll that could be charged, since it is in proportion to the amount of wear and tear caused by him. As Adam Smith said in discussing the toll bridge idea, the automobile owners when they pay their five-cent tax are paying "for the building and maintenance of these public works (highways) exactly in proportion to the wear and tear they occasion to them. It is scarcely possible to invent a more equitable way of maintaining such works."

NEWPORT HAS UP-TO-DATE GRAVEL PLANT

One of the most up-to-date and complete sand and gravel plants in the State is that operated at Newport by

the Pearl City Packet Company.

Located on the main line of the Missouri Pacific and equipped with two large boats and a complete outfit of electrically-operated equipment for fast car loading, the company has excellent contact with construction activities in that section of the State.

According to Sol Heinemann, president, an expansion program is contemplated for the near future which will keep the company in line with the expanded high-

way program of the State.

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RUSSELL COMPANY MERGES WITH CATERPILLAR COMPANY

Caterpillar Tractor Company of San Leandro, California, announces it has concluded negotiations with Russell Grader Manufacturing Co., Minneapolis, Minnesota, whereby it has acquired the business and facilities of the latter company. The Russell line of road-building machines will henceforth be manufactured by Road Machinery Division of Caterpillar Co. at plant formerly occupied by Russell Co. at Minneapolis. Catterpillar Tractor Co. dealers throughout this country and abroad will handle sale of "Caterpillar" tractors, Russell Road Machinery and Holt Combined Harvesters, latter being produced in Harvester Division of Caterpillar Co., located at Stockton, California. Caterpillar Co. has announced intention to build an eastern combined harvester factory at Peoria, Illinois, where its principal tractor plant is now located.

CAMDEN HAS PAVING PROGRAM

Bonds have been sold and a contract has been let for the earth work on the proposed all-year highway to be built by the city of Camden, from the heart of town to the river bridge, and work has been commenced by the Horton-Price Construction Company.

The project, which will cost approximately \$100,000.00, involves a section of the State Highway and will receive State-aid for approximately fifty per cent of the cost.

The bond issue, which was recently approved by the voters of Camden, will bear six per cent interest and has been sold at a premium to the Brown-Crummer Company of Wichita, Kansas.

HERCULES ISSUES VALUABLE BULLETINS

Hercules Powder Company has just issued two new bulletins, one on blasting supplies and the other one on high explosives and blasting powders. These bulletins, excellently prepared and well illustrated, describe in the first-mentioned volume the various blasting supplies, such as caps, fuse, connecting wires, blasting machines, crimpers, etc. In the second-mentioned volume the various gelatines, dynamites and powders, with such other special explosives manufactured by the Hercules Powder Company, are described. Use of these various explosives is also explained, and both books are valuable for all users of explosives, especially in view of the new developments in the manufacturing of these products which have provided new products better adapted to handle certain kinds of work. Copies of the booklets may be obtained by addressing the Hercules Powder Company at Wilmington, Delaware, or through their local sales offices.

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IMPORTANT WORK IN NORTHWEST ARKANSAS

Among the more important highway activities in Northwest Arkansas, incident to the general resumption of highway operations, are the construction of new steel and concrete two-way bridges to replace the narrow bridges now spanning the King and Osage rivers on Highway No. 12 in Carroll County; widening and straightening of Highway No. 21, extending north from Berryville to Blue Eye, Missouri, and the survey of new construction on Highway No. 12, from Alpena to Green Forest.

This work was recently agreed upon at a conference of highway department officials with a committee representing a commercial club and the city council of Berryville, composed of County Judge Lem Kendall, A. M. Jackson, Jack Walker, Luther Owens and J. E. Gregson.

NEW HARAHAN ROADWAY OPENS SOON

May 1st is the probable date for the opening for traffic of the new roadway on the south side of the Harahan Bridge. This roadway replaces the one which was destroyed by fire last fall. It has been built two feet wider than the old one.

As soon as the south roadway is open, the temporary passage-way which has been in use on the north side of the bridge will be torn down and the work of constructing a permanent structure will be commenced.

COTTER BRIDGE SOON TO BE STARTED

Plans and specifications are being completed for a \$200,000 bridge across the White River at Cotter, which is of considerable importance to traffic in Northwest Arkansas.

Total length of the bridge including both approaches will be approximately 1,200 feet. It will be a two-way bridge with steel spans resting on concrete piers and will be located above the present ferry. It is estimated that fifteen months will be required for its completion.

NEW KOEHRING PAVER COMPLETELY AUTOMATIC

Arkansas representatives of the Koehring Company are demonstrating the latest achievement of the company, the new "27-E paver," first shown at the recent Road Show at Cleveland, in which all the operations incident to a complete mixing cycle, including charging and discharging, have been made automatic. With the new paver, the operator has only to lower the skip and operate the bucket control, the entire cycle occupying only 69 seconds, allowing a full one-minute period for mixing.

With greater weight and power than any previous paver, the new machine is typical of the entire Koehring line in simplicity of design and great strength.

With the great increase in the amount of street and highway slab work in Arkansas, it is predicted that the new machine will become a frequent sight on the streets and highways of the State.



Have You Heard?



Solomon Up-to-Date

Beauty is often only skin dope.

Give a girl an inch and she will make a dress of it. Whom the juries would acquit they first make mad. Gold digger's version: Nobody loves a fat man.

A drink in time will save nine, if it's wood alcohol. Blood is thicker than water, but neither can touch post office ink.

From the maxims of a cave man: Faint clout never won fair lady.

An honest confession is good for the soul, also for a front-page story.

Pedestrians, Salute!

Teacher—"Now, James, name America's greatest general."

James (the son of a broker) -- "General Motors."

"Gertrude is a thoughtful child. Today she purchased a green lip-stick."

"For heaven's sake, why?"

"Well, she said a young man who is a traffic cop is calling on her tonight."

Call the Cops

Rube—"What do you think about this here evolution?"

Yokel—"It's a good idea—but can they enforce it?"

Useless

Mistress—"I saw the milkman kiss you this morning. I'll take the milk in myself after this."

Janet—"It won't do you any good, mum. He promised me he would kiss no one but me."

Where's the Boss?

Small Boy (to visitor)—"Have you got a wife?" Visitor—"No, sonny, I haven't."

Small Boy-"Then who tells you what to do?"

"I don't see why you call your place a bungalow," said Smith to his neighbor.

"Well: if it isn't a bungalow, what is it?" said the neighbor. "The job was a bungle, and I still owe for it!"

A Man and a Maid

Possibly you remember what the fellow said to his wife. "Evangeline," he said, "I called little Chester four times this morning and he didn't answer; so I went to his room, turned down the covers, and gave him a spanking I'll bet he'll remember."

"My heavens!" exclaimed Mrs. Earmuff. "Oh, Egbert, how could you? That means I'll have to find a new maid."

"Why, how's that?"

"How's that! Why, because Chester stayed all night with Billy Jones and the maid slept in his bed last night!"

The Right Place

A negro from the country was called into service during the war. Arriving in town, he inquired of another negro loafing in the doorway:

"Is dis whar de redemption bo'd is at?"

"Sho is," answered the other, "but de blessed redeemer has gone out for lunch."

My Grandpa notes the world's worn cogs,

And says we're going to the dogs.

His Grandpa, in his house of logs,

Said things were going to the dogs.

His Grandpa, in the Flemish bogs,

Said things were going to the dogs.

His Grandpa, in his hairy togs,

Said things were going to the dogs.

But this is what I wish to state:

THE DOGS HAVE HAD AN AWFUL WAIT!

Cautious Mr. Coolidge

Before the Coolidge silence tradition go utterly boom boom in the face of the dollar-a-word rate, we rush into print with this story of the good old days. The ex-President, then governor of Massachusetts, was visiting a business office on some business or other, when a mouse appeared, scurried across the floor, leaped over the governor's foot, and vanished under a desk. He watched it silently and ruminated for a minute. "Pears to have been a mouse," he observed.

Youthful Aimee

"I was too young when I was born to remember what happened," Aimee replied to further questions.

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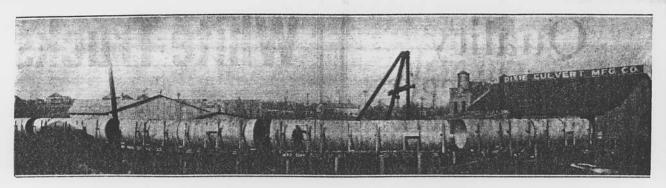
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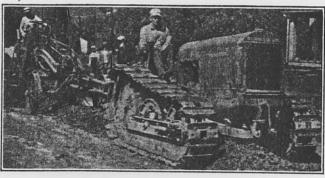
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