

# Chamber wanted President Hoover to clarify policy

Seventy-five years ago, the Goodland area Chamber of Commerce was an active organization on a local and state level. Higher farm prices and local dollars being spent in the county were priorities according to articles in *The Goodland News-Republic* of June 1931.

## ASKS DEFINITE STAND Want Farm Board to Clarify Position on Wheat

The local Chamber of Commerce joined a lot of other commercial organizations of the state yesterday in wiring President Hoover and Chairman Stone of the farm board asking that the board make a definite statement on what it intends to do with the wheat it has in storage.

The fact that nobody knows whether the farm board is going to hold its wheat or sell it keeps the market in a state of uncertainty, and it is generally felt in the wheat belt that if the board would agree to keep it off the market, or even definitely say when it would sell, and how much, that the price of wheat would

probably go up.

With harvest just ready to start here, anything that would add even a few cents a bushel to the wheat price would mean a lot to this territory.

Congressman Sparks (from Goodland) also wired the president to the same effect yesterday.

(According to the Grain Market report in the same issue the Kansas City cash grain prices for wheat were No. 1 hard wheat 74 to 78 cents and 74.5 to 76 cents for No. 2.)

## WILL GO AFTER TRADE WITH GREATER EFFORT

To Build Up Goodland

As Business Center

Efforts to still further build up Goodland as the trading center of Northwest Kansas and Eastern Colorado, enlarge the territory from which it regularly draws customers, and hold the business of the home people, are being put forth by the trade extension committee of the



## marcia smith

• from the vault

Goodland Chamber of Commerce. Some of the plans were discussed as the general monthly meeting held yesterday noon at the Neu hotel.

One of the reasons the trade committee feels that now is a good time to put forth special effort is the fact that buyers are more discriminating than for many years past and are responding to the special efforts being put forth to attract customers. They are spending their money where they get the most for it, and with Goodland having larger stocks, later styles, and lower prices due to purchases of wholesale stocks, this town has a big advantage that the trade committee feels it should push.

Then, with the harvest season

coming on, when purchases by farm families are usually larger, in certain lines at least, a little extra inducement offered by Good-

land merchants should result in largely increasing the retail trade throughout this territory.

The local merchants believe that united efforts should be put forth to hold the trade that originates in the Goodland territory with residents spending their money more profitably at home.

Goodland's Congressman and former District Judge Sparks was investing in his community's downtown future too.

**READY TO BUILD**  
Sparks Expects To Start

New Structure Next Week

The new two story brick building, which has been under consideration by Congressman Chas. I. Sparks this spring will be started some time in the near future, probably during next week, Mr. Sparks said this morning.

Some difficulty was experienced in securing agreements with the neighboring property owners but the last obstacle in that respect was removed yesterday, he said, and as soon as arrangements can be made the building will be started.

Another change downtown involved a new business owner from Kanorado.

**Green Lantern Sold**

The Green Lantern cafe, back of the Goodland State Bank, changed hands this week. J. Firth of Kanarado is buying it.

With wheat harvest now on the minds of Northwest Kansas residents, St. Francis was setting some high marks in 1931. The "Local News" column announced an amazing fact about our neighbor to the north....

C.D.Churchill, Burlington agent, has recently reported that 1,444 cars of grain were shipped out of St. Francis in the past twelve months. It is believed that St. Francis is the heaviest shipping point on the McCook division with the exception of Denver and Fort Morgan.

And 75 years ago, one item featured in the weekly grocery ad from the Noyce store was wheat flour:

FLOUR (Made from Kansas Old Wheat) 48 lbs....\$1.00

# Quips about those consultants

I've been saving quips about consultants for at least a year. I'm going to pass along a bunch of those quips.

But first, I'm going to tell a little story about a consultant.

One of the worst mistakes I've ever made in business was hiring a management consultant, then implementing his advice. The consultant was with a national firm with a big reputation, and he came into one of my businesses for one and one-half days, interviewed a bunch of key employees, and made up a spreadsheet using our financial information (this was before personal computers).

Years before I had attended a two-day seminar for contractors in St. Louis where they taught "dual-factor" bidding methods. Basically, the method would help get jobs we were good at and lose jobs we weren't. I adopted the methods and they made me a lot of money.

The point is, I had reason to trust this consulting firm. After the guy left, I implemented all the personnel actions he recommended, and it was a disaster. What was I thinking? He knew the people two days and I followed his advice. This ended up costing me about half my business net worth at the time.

My C.P.A., attorneys, insurance agents, bankers, real estate appraiser, and human resource con-



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sultant are valued so highly that I consider them members of our management team. I seldom ignore their advice. On the other hand, people who call me on the phone wanting to become my "consultant" don't get to talk to me very long.

Back to the quips:

The problem with consultants is that they answer more questions than they ask.

When consultants ask the wrong questions it does not matter what answer they come up with — it can't possibly solve anything.

Consultants don't "do" anything. They give advice, then leave.

The problem with consultants is that you can't tell the good ones from the cowboys.

The problem with consultants is they tend to tell you what you already know.

The problem with consultants is they'll do exactly what you ask them to, which may or may not be what you need.

A consultant is someone who borrows your watch, tells you what time it is, then charges you an exor-

bitant fee.

A consultant is someone 50 miles from home with a briefcase.

A consultant's credo: Learn to be sincere even when

you have to fake it.

A client with one consultant knows what to do. A client with two is never sure.

Please don't tell my mother I'm a consultant. She thinks I play piano in a strip joint.

The first three letters in the word consultant is "con."

Never swerve to hit a consultant riding a bike. It may be your bike he's riding.

Consultant to client: "So what do you need me to tell you?"

What you'll never hear from a consultant: "How about paying us based on the success of our advice?" "I don't know enough to advise you on that."

Finally, one I've used for years:

A consultant is a man that knows 99 ways to make love, but doesn't know any girls.

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## matters of record

### District Traffic

The following fines were paid in the Sherman County District Court:

**May 9** — Tyra D. Drager, \$192 for speeding.

**May 10** — Megan M. Galley, \$132 for speeding.

Savilla S. Stokas, \$132 for improper parking.

Michael F. Vaux, \$138 for speeding.

**May 11** — Florencio F. Aguilar, \$159 for speeding.

Daniel B. Cummings, \$126 for speeding.

TyA. Hebert Jr., \$180 for speeding.

Nevin G. Storie, \$159 for speeding.

**May 12** — Christopher M. Hlad, \$120 for following another vehicle too closely.

John E. Mayer, \$10 for no seat belt.

Gordon P. Peer, \$156 for speeding.

**May 13** — Jeffrey J. P. Land, \$126 for speeding.

Daniel J. Larson, \$96 for speeding.

Anthony W. Marsh, \$204 for speeding.

**May 14** — Jacob R. Boswell,

\$114 for speeding.

Wade C. Burdick, \$168 for speeding and \$10 for no seat belt.

**May 15** — Warren G. Bodow, \$114 for improper parking.

**May 16** — Mary S. Leffel, dismissed for no liability insurance.

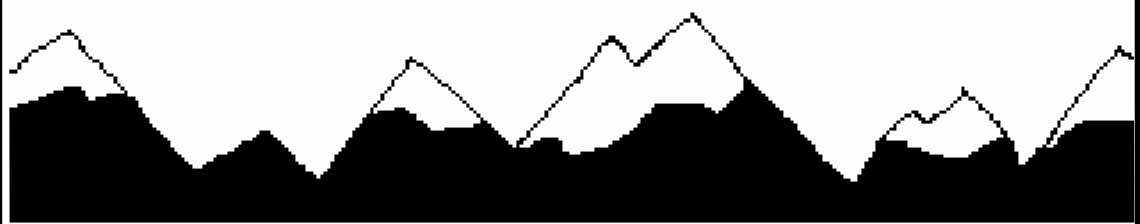
Steven R. Spahn, \$159 for speeding.

Earl Taulbee, \$124 for motor carrier safety rules and regulations.

**May 17** — Jason R. Davis, \$120 for speeding and \$10 for no seat belt.

Christopher G. Goodner, \$138 for speeding.

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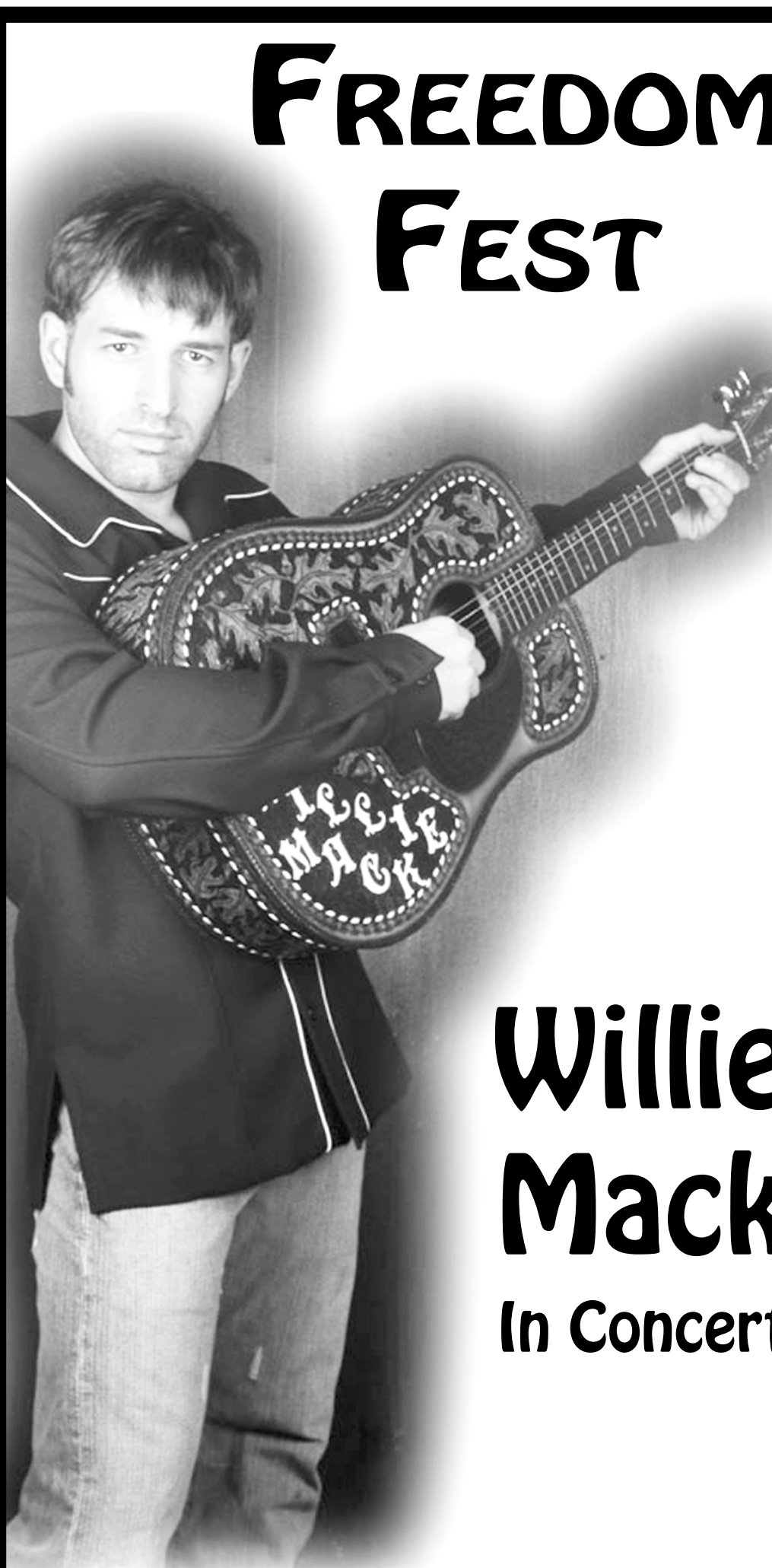
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