

ROSEBURG NEWS-REVIEW
Issued Daily Except Sunday.

B. W. BATES L. WIMBERLY BERT C. BATES

SUBSCRIPTION RATES
Daily, per year, by mail \$4.00
Daily, six months, by mail 2.00
By Carrier, per month .50

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Entered as second-class matter May 17, 1920, at the post office at Roseburg, Oregon, under the Act of March 2, 1879.

Roseburg, Oregon, June 5, 1920.

TWO KINDS OF SALESMEN.

A million or two young people take positions every year as sales clerks in stores and salesmen on the road. The majority of them have had brief business courses, that should make them able to add up figures and keep simple books. But as to the qualities that constitute a good salesman, few know anything at the time they enter upon their duties. It seems too bad to see so many young people beginning their life work with so little preparation. Visitors to large city stores often comment on the bored and indifferent manner of the clerks, who rarely show enthusiasm for the goods they sell. Merchants complain bitterly of the difficulty of getting good salespeople. Yet there are always some who are willing to put their wits to work on the proposition and they find it pays. It seems too bad that the others can not imitate their methods. There are two elements in this success. The first is thorough knowledge of the goods sold. The efficient salesman reads trade papers, and otherwise fits himself to give real information about goods. The second element is careful observation of the purchaser's needs and wishes, so as to help each customer find something individually fitted to him. If the good salesman is selling a hat, he tries to give each buyer one that will fit his face. He will give a thin faced man a narrower hat than he would to a round faced one, and vice versa. Anyone can hand out goods over the counter, but it takes brains to fit the goods to the customer.

NOMINATING A VICE-PRESIDENT.

The methods by which the high office of vice-president is filled have become a national joke. This nomination is made in a big hurry, after the big prize of the presidency has been handed out. Usually many of the delegates go home, and those remaining settle it in an off-hand manner. As about one vice-president in six becomes president, it is mighty poor policy to nominate a man who could not get any substantial support were he to run for the higher office. The great difficulty, of course, is that the vice-president has nothing to do but to sleep in the presidential officer's chair in the senate. Roosevelt was one of the few live wires who ever took the job. The majority of men competent to hold the office would probably prefer a relatively humble post as a member of the lower branch of congress, where at least they would have some real work to do and a chance to make their power felt. The office ought to be given more responsibility, so that the ablest men would be glad to land this nomination if they could not secure the other. The vice-president might be given a vote and voice in the senate. Or he could be given a seat in the cabinet, with some definite field to cover. Then he would become more familiar with the problems he would have to handle if he became president, and there would be a chance for an ambitious man to do something. It is unfortunate that it is not possible to vote separately for president and vice-president. If that could be done, the two parties would be compelled to put up very strong men for the lower office.

They would not dare to hand out the second office to some man purely on his ability to carry some doubtful state, but would be forced to run someone who would be strong all over the country.

"Please discontinue our advertisement at once, as you have sold us completely out," writes an Oakland firm who have been using the advertising columns of the News-Review. Hardly a day passes but the same message reaches this office from various sections of the county. No matter what you have to sell. The News-Review can get you a buyer. It covers Douglas county like a blanket.

Published reports to the effect that the gasoline supply of the nation is safe for 300 years hence makes joy riding a certainty for the present generation, so why worry. The little "flurry" in the gasoline market at his time will soon be over.

Who remembers the old-time country dingers for the benefit of the Ladies Aid society where the ultimate consumer was allowed to eat all he wished for fifteen cents?

The Germans who are kicking because their "mark" is worth only three cents where it was formerly twenty-five, were the same ones who thought they were going to get "a place in the sun" by starting a war.

Secretary Houston wants 1000 watchmen for liquor in bonded warehouses. While the salary offered is not large, it would seem that there might be a good many applications.

The railroads need 200,000 new freight cars, in spite of the fact that the Weary Willies are all reported to have been captured and set to work, so that they don't need any more transportation.

Fifty-one freight cars loaded with sugar held up in Chicago freight yards, but of course luxuries have to be transported before necessities in these times.

"Let George do it," says a lot of people in regard to raising vegetables. All right, George will do it, but he won't pay for the vegetables.

Many social students have reached the conclusion that unrest will never be quieted in this country until everyone gets more than his share.

The government has been very successful in getting the profiteers into the newspapers, but what the public wants is to see 'em in jail.

This weather is all right for the fellow who has nothing else to do but to hunt a shady nook.

June's business roses are lavish for an efficient merchant. It's the non-advertiser who gets pricked on the thorns.

This was a big day at Wilbur. A fitting celebration for that pioneer community.

When the wish is father to the thought, the thought should be father to the action.

There is only one test of friendship—whether it stands the down-and-out.

The carnival closed a week ago, Mr. Bell. A little rain, please.

NOTICE OF DISSOLUTION OF PARTNERSHIP.
Notice is hereby given that the partnership heretofore existing between Arthur Ridgeway and Chas. Davis, of Sutherlin, is on this date dissolved by mutual consent.
June 4, 1920.
ARTHUR RIDGEWAY,
CHAS. DAVIS.

LOVE and MARRIED LIFE
by the noted author
Idah McGlone Gibson

WE FIND MY HUSBAND.

I confessed to myself a little feeling of triumph as the nurse read the telegram to me, and I was selfish enough to hope that John would have an hour or two of great anxiety. Evidently this was true, or he never would have tried to get us on the telephone as his wife also told us he had tried to do.
"Is the doctor going to talk with John?" I asked.
"He has sent for Mr. Goodwin, as he does not hear very well, and if we get the line through before Mr. Goodwin comes, I expect I will have to talk with him. Is there anything in particular you want me to say?"
"Nothing," I answered, and that, "Oh, yes, be sure and tell him my baby is a girl."
I smiled a little to myself as I said this, because I was quite sure he would insist upon calling it "my" baby after he knew its sex.

Nestles a Bit Closer.
"Never mind, dearest," I said as I put my cheek close to his little downy head. "Mother will see to it that no other man will ever wish that you were out of this world." As though in answer to my promise, the tiny head nestled a bit closer against my breast and I closed my eyes in perfect contentment. I do not know how long we slept, my baby and I, but I was awakened by a noise in the hall—one of those suppressed noises which tell that someone is trying to do something very quietly and not succeeding in it.
For a moment or two the sounds were confused, and then I became aware that someone was talking over the phone. It was Charles trying to talk to John.

I had not at first recognized Charles' voice, as it was so hard and his words so crisp—very different from Charles' kindly tones and his suave English.
"Yes," I heard him say. "Katherine is nearly out of danger, but she has been very ill. For a time we thought she would not recover."
Then there was a silence for a few seconds, as though Charles was listening to what John said at the other end. Then he spoke. "Yes, I understand all that, Gordon, but you must understand that we did everything we could to find you except to put private detectives on your track."

In Deadly Earnest.
Again silence.
"I am not trying to be funny. I am in deadly earnest, in fact, at one time we debated, the doctor and I, if we should not do that very thing."

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WELL, UNDER THE CIRCUMSTANCES

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"I am not trying to be disagreeable. I am just trying to explain to you our anxiety and worry over Katherine. Fortunately, most of the time she was unconscious and consequently did not miss you. The doctor, however, was in great distress for fear Katherine would ask for you. Especially after her baby was born.
"Yes, the baby is four days old."
"I do not think Katherine will call it after you."
"No, she has not said what she is going to name it, but you see it is a girl."
There was a longer silence than usual and then Charles said: "No, she has not said anything about naming the baby, but I am almost sure she will call it 'Mary'."
"That was her mother's name, you know."
"Of course, when you come you can suggest that she add your mother's name. Mary Elizabeth might please her."

Hates the Name.
"I guess not! I guess not! I will not call my baby Elizabeth." I almost screamed, "I do not care if it is John's mother's name. I hate it and my baby shall not have it."
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"Mrs. Gordon says the effort would be too much," Charles told John, and seemed to me there was a little note of triumph in his tones. Then he raised his voice a little as I knew that he was speaking so that I as well as John could hear.
"All right, I'll tell her that you will be over tomorrow and I will be sure and give her your love."
In a few minutes the doctor came in and said: "I have given Charles permission to see you for a few minutes. He wants to give you your husband's message."

"Tell him I have already heard it. I want him to see my baby. I don't care anything about the message."
The doctor raised his eyebrows and beckoned to Charles.

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To Attend Summer School—Mrs. H. W. Gustin departed on the morning train for Eugene, where she is to start a course at the University of Oregon summer school. Her husband, Prof. Gustin, who has charge of the Benson school, will follow as soon as his work here is completed and will spend the summer studying at the university.

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Riddle Is To Have Sawmill

At last one of the richest resources of this community is to be tapped on a scale large enough to encourage us in the belief that it is only a beginning. That more and larger industries will follow, says the Riddle Enterprise.
The Kurner & Crabane Lumber company who recently purchased the Ross sawmill near Canyonville, have now purchased the large timber holdings on Wilson creek and already have milling machinery enroute from Portland for a 25,000 capacity sawmill which they will construct near the timber on Wilson creek about a mile and a half from Riddle.
The Ross mill will be put in operation at once, construction of which will be started at once.
The timber on Wilson creek is of the very best in quality and in quantity there is an almost unlimited amount—enough to last for years.
Kurner & Crabane come to us well recommended as successful and progressive business men and are said to have all the financial backing necessary to make their mill here an assured success.
A mill of this capacity will require a crew of from 25 to 30 men in the plant itself and probably an equal number in the woods.

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Two candidates are out for school director at the election to be held June 21, at which time Dr. K. L. Miller and A. J. Geddes retire. The and T. A. Rafferty. Both men are well qualified for the position and doubtless will, if elected, devote a great deal of time and attention to the administration of school affairs. Dr. Shoemaker has been serving as city health officer for some time and is progressive in every particular. Mr. Rafferty has had many years of experience in school work in the east and has taken an active part in school affairs in this city. He has four children in the public schools of Roseburg and consequently has the best interest of these institutions at heart.

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DEPENDON GOODS
SUMMERY FABRICS
FOR THAT
Warm Weather Dress
Are to be found here in finest grades of Georgette, Crepe de Chine, Silks, Voiles, Pongees, or whatever you wish.
COME IN AND SEE THEM.
I. ABRAHAM
"DRY GOODS STORE"
121 N. Jackson St. Phone 110
WARNER'S RUST-PROOF CO RSETS

Recital Ends Long Program
Interesting and unusual features which marked the closing recital of the Heinline-Moore Conservatory of Music at the high school auditorium last night, were readings by Russell Lintott, and soprano solos by Mrs. William Kietzer of Yoncalla. Mr. Lintott gave a fine dramatic interpretation of Peer Gynt, following the Morning Mood from the Peer Gynt suite, as played by one of the conservatory pupils. Mrs. Kietzer sang two beautiful selections, Sampson and Delila, from Saint Saens, and "At Dawning," the well known Cadman masterpiece. Those who appeared in the recital were: Adrian Fisher, Gracia Thornton, Gladys Enger, Bertha Kohlhagen, Helen Churchill, Lois Byrd, Hazel Cockle, Irene Mathews, Ruth Miller, Ethel Locke, Thelma Treten, Helen Parrott, Georgene Sinclair, Vivian Orcutt, Florence Sinnott, Laverne Dunham, Greta Smith, Clara Herscher, Dorothy Winston, Vera Campbell, Harriett Groves, Helen Fambie, Dale Smith, Mary Campbell, Inez Calhoun, Ethel Marks, Dorothy Gordon, Jeannette Rice, Thelma Smith and Doris Price.

FOR RENT—Room with bath. So. Main Street.
FOR RENT—To gentleman with bath. 340 S. Stephens St.
FOR RENT—Safety deposit box. Roseburg National Bank.
FOR RENT—Furnished room. housekeeping, new and clean. 11 Prospect St.
FOR RENT—Newly furnished sleeping rooms, modern. 707 Mosher St. or phone 407-W.

FOR RENT—Two well furnished sleeping rooms. Men preferred. Phone 342 between 3 & 4. m. 5 p. m.
SAFETY FIRST—Secure a safe deposit box for your valuables at the Roseburg National Bank.
MONEY TO LOAN—30-year credit farm loans, low interest rate. \$20,000 local money to loan on good real estate. First mortgage. See M. F. Rice of Rice Rice.

FOR SALE—1 pool table. J. M. J.
FOR SALE—4 months old milk goat. Phone 40-F4.
FOR SALE—Old growth body block oak wood. Phone 5-F11.
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FOR SALE—Good farm of 111 acres on Coos Bay highway. No agent. Lock Box 25, Camas Valley, Ore.

FOR SALE—Number eight Victrola with record cabinet and 124 records. All nearly new. Price \$75. 542 Pitzer St.
FOR SALE—1-ton Maxwell 1918 model; will take Ford touring car as part payment. J. McFerrand, Oakland, Ore.
FOR SALE—400 tier oak store block wood, special price for tier lots on ground, if taken once. C. W. Groves, phone 1-F11.

WE HAVE 1 BBL. of arsenate lead spray left. Will sell at bargain if taken at once. Pacific Fruit & Produce Co.
FOR SALE—One big Durham giving about 5 gallons milk; extra fine Jersey cow; one Pacific touring car; one trailer. Judd McMillin, Empire Barn.
FOR SALE—Italian prune trees for delivery. Order now, prices as advance. 6 to 8, 50c; 4 to 6, 40c; 3 to 4, 30c. R. L. Ellis, 200 miles west, Roseburg, Oregon.

COAL, BODY WOOD—Slatwood mill ends, cement, lime, plaster, storage, transfer. H. J. DeWitt. Phone 128.
FOR SALE—6-room house. 50x150, cheap. Small payment down and balance like rent. Phone 50-Y, or see R. W. Walters.

FOR SALE—1917 Dodge touring car, repainted, good tires, 1520 license, looks as if runs like new. 1919 Dodge touring car, good as new, miles, new tires, good as new. \$1075. H. H. Owen, Oakland, Ore.
FOR SALE—Span 3-year-old mare and colt; 4-horse Farmington wickless oil range; also attachment for converting Ford into tractor. Inquire John McKee, Wilbur, Oregon.
FOR SALE—Household furniture, bureaus, table, chairs, bedstead, stove, some dishes, linoleum, carpet, pet rags, sewed, carpet, 500 ft. fine Jersey cow. Inquire 502 E. Washington St., Roseburg.

FOR SALE—Make me an offer on good early fall sows cross-bred clean wethers and cats. A few besides turkeys, hogs, and 2-year-old heavy mare. C. E. Taylor, DeVord, Box 144, Rt. 1, Roseburg, Ore. Near Winston bridge.

WANTED—\$10.00 offered for this book, "Captain Gray's Company, or Crossing the Plains and Living in Oregon." Portland, 1855. Address John L. Hitchcock, 1019 Powell St., San Francisco, Cal.

SAY!
Did You Know That
Fatty Arbuckle
and
Flora Finch
Were Married Yesterday?
Well they were not. But June Weddings, they are sure coming thick and fast. Did you ever stop to think that June Weddings mean "FLOWERS"
And every time you think of flowers, we hope you will think of us. We are fixed for any occasion, no matter how large or how small.
This month we are going to make wedding bouquets and decorations a specialty. We are on the job from 8 a. m. to 6 p. m., and if you need anything in the line of wedding regalia, flowers, plants, or even funeral designs, for sometimes a wedding does remind one of a funeral. We have them, call on us. You are welcome at all times. We will fix you up. Our address is
403 W. "The Fern" Mrs. F. D. Owen, Prop.
Cass Street

ORIGIN OF BOOZE.

CLEVELAND, Ohio, June 5.—"Booze" has had its ancient and honorable ancestry in the English language uncovered here recently by Prof. William H. Hulme, of Western Reserve University.
Labeled for generations as an etymological outlaw and branded as such with quotation marks, Prof. Hulme finds that "booze" has a pedigree lower than that of most kings. Its earliest spelling, according to Prof. Hulme, was "bouse." Later writings showed it was "house" and finally "booze."
"Both as a noun and verb the word," Prof. Hulme said, "written down in middle English literature as far back as 1300, had the meaning to 'drink to excess.' About 1600 the word lost the honorable character it had and became a slang word. The particular 'bousine' is recorded as early as 1525, and 'bouser' was used in English in 1611."

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