

ROSEBURG NEWS-REVIEW

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Roseburg, Ore., November 20, 1920

YOU'VE GOT TO MAKE A NOISE.

Pastry cooks tell us that a duck's egg is better for many purposes than a hen's egg. Furthermore, there are, nowadays, varieties of ducks which, with proper care, will lay almost as many eggs per female in a year as will a good hen, says the Merchandising Service Bulletin.

But the hen makes a noise every time she lays an egg, while the duck says nothing and goes away and leaves her newly-laid egg to the mercies of chance.

Hens are grown on every farm and in countless thousands of village back lots. The Pacific coast country is full of associations devoted to the handling and marketing of hens' eggs, but the duck is obscure and almost unknown.

Here is one mighty example of the value of making a noise in the world.

There are millions of men in the world who are honest, capable and intelligent, but who have a hard time to make a living.

There are millions of business positions which these men could fill, perhaps better than they are being filled by the men who now hold them, but the fellows who have the good jobs have also had the faculty of pushing them-

selves forward and seeing that the men who had jobs to give out heard about them. They had the ability to make a noise about themselves and made it to a good advantage.

There are thousands of professional men struggling along without remunerative businesses because they have been too modest or too ethical or too retiring to put themselves in the way of business which might be theirs. They have never learned how to make a noise.

In just the same way, there are thousands of business houses, which are running along on a small volume of business, probably struggling to make both ends meet, or if they are making a profit, it is very much less than it ought to be, because these houses have never learned how to make a noise about themselves and the goods they handle.

The most modest form of making a business noise is advertising. Your business competitor may carry no better merchandise than you carry. He may be in no better position to give service to his customers than you are, but if he lets the possible buyers know through advertising that he has merchandise which they want and that he gives service which they need while you sit still waiting for them to come to you, he will prosper while you will go backward.

There are many manufacturers who are making high-class merchandise; goods of good quality, with good materials and good workmanship, but if these manufacturers are not advertising their merchandise and nobody knows about it, it's the wrong kind of merchandise for you to have on your shelves.

It is your business to advertise your store and your service and it is to your interest to let your customers know what lines you handle, but you cannot afford to give thorough and complete advertising to every product in your store—that is the

manufacturer's business and unless he does this you ought to change to some other lines which are adequately advertised.

You don't want duck eggs to sell in your store, you want hens' eggs. They are the kind which are advertised.

MAKE THE HOBO WORK.

The hobo pest was about eradicated during the war period, says the Grants Pass Courier. There was no place for the idle man, and much as it must have gone against the grain with the easy-living fraternity, they had to get into harness and make at least a bluff at becoming producers.

The younger of the breed were forced into the army, or sought cover in the ship-building plants while the fellows with red blood in their veins fought the battles for their country. But now the hobo is with us again. He makes the "touch" at the street corner for the price of breakfast, and lodges for the night in the barn or warehouse. He is a menace to life and property, and is a demoralizing influence upon the community.

What to do with him is a problem. He ought not to be permitted to draw his sustenance from his fellow man like the parasite he is, and the rock pile has its disadvantages for it is often only an excuse through which meals are given for work that does not count. These men ought to be made to work or allowed to starve. There is development work now being done. There are roads to construct, canals to excavate, mills to operate and lands to clear. The government should establish camps to which the more incorrigible of these hoboes could be sent. Then, if they have health and strength in their bodies, let them work if they would out. Pay them by the yard for digging ditches or for grading roads, if they will not deliver a day's work otherwise. But find a way to make

them stop wearing out railroad ties and cluttering up traffic on the city streets. One of the good features of the war was that it put the hobo off the job for a time. It was almost worth the price.

It is quite a comfort occasionally to get into a company that does not discuss tire and engine trouble and nothing worse than sickness or bad business to worry about.

Every once in a while you hear of a school boys' strike, but its never a hunger strike.

If you had them now, you'd think "the good old days" were bad old days.

It isn't so much what you do as whom you "do" that gets you in bad.

The poorest loan is borrowed troubles.

Pet prejudices pay poor interest.

BUY A STAMP THIS WEEK



LETTERS FROM THE PEOPLE

AN OPEN LETTER TO THE TURKEY GROWERS OF DOUGLAS COUNTY.

On Tuesday, November 16th, I was informed that turkey buyers had agreed among themselves that they would only pay forty cents per pound for turkeys. As this was not thought a satisfactory price when the cost of growing and wholesale prices in the city were considered, the formation of a pool was undertaken. This pool was formed not to put the price beyond reason, but for the purpose of trying to get a just price for the producer. Its success is shown by the fact that the buyers advanced the price to forty-five cents, then to forty-six and then to forty-six and a half cents per pound. Finally the price advanced to forty-eight and then to fifty cents. Without a doubt had not the farmers been advised and this pool formed they would have received much less for their turkeys.

According to a very conservative estimate there were at least six or more outside buyers in the county. In some cases these men had their wives along with them. Each of these men employed from two to three helpers in each locality to assist in handling the birds he bought. You may ask, what has this to do with the price they paid for turkeys? The answer is, you paid the expenses of all these people by taking less for your turkeys. Do you want to continue to do so? Not only do you pay the expenses of these foreign buyers, but in most cases you indirectly pay the local man who buys turkeys for outside parties either two or two and a half cents a pound, depending on whether he or his buyer furnishes the shipping crates. Why should you be at the mercy of either of these sets of buyers? You purchase goods from any store-keeper in the county and pay him the price he asks. Why should he not be equally reasonable and pay you a price that you ask, if that price is a fair and just one? Then, why should not turkey growers organize for the marketing of their birds? In this way they would do away with needless and wasteful duplication in the handling of turkeys, obtain much more money for their birds and get the benefit of the strength that comes from united effort.

At two points in the county there were eleven buyers employing seven men, making a total of twenty-eight people doing the work that a farmer organization could do with ten men. The expenses of these other eighteen men naturally came out of the price the producer should have received.

Think these things over and then if you consider it worth while communicate with me and we will help you plan for the Christmas market season. The time is short. We can and will help you help yourselves. If this work is wanted, we will plan to hold six evening meetings to organize and get to work. Remember this is up to you, and if you want to organize phone 323 and do it now.

The prices received for turkeys shipped on consignment from our recent pool netted as follows: The whole pool consignment netted an average of fifty-four cents, old tons and crooked breasts included. Those sold locally brought fifty cents per pound. Respectfully yours, H. E. HASLETT, County Agent.

DLDS FOR MEN Making a Dollar Do a Lot of Work When there is a dozen places to spend every dollar we earn, a fellow has to "watch his step" where and how to spend it. We Sell for Less—Yes, 20% Less Carhart Overalls \$2.40 SPECIAL—2 1/2 lbs., 4 per 50¢ 20% OFF ENTIRE STOCKS! ALL SALES A DISCOUNT CASH

CAPT. ROBERT G. WOODSIDE. Air Mail Pilot John L. Eaton... GLOBE NEWS ITEMS. About 75 people were present at the party given by the Globe High School Tuesday evening... Capt. Robert G. Woodside of Pittsburgh is the new commander-in-chief of the Veterans of Foreign Wars, Captain Woodside fought in the Spanish-American war and distinguished himself in the recent war by saving the flank of his battalion in the battle of Verdun.

BUDGET FOR DOUGLAS COUNTY, OREGON FOR YEAR 1921

Showing estimated expenses of the several offices and accounts, also amounts proposed to be raised in dollars and cents for County, State, Roads, Schools and other purposes; also special tax levies reported by cities, towns, ports, school districts and road districts as provided by Chapter 224, General Laws of Oregon, 1913, as amended by Chapter 224, General Laws of Oregon, 1917; also showing balances on hand Nov. 15, 1919, in the general funds, together with estimated revenue from sources other than by direct taxation.

Table with columns: ACCOUNT, Amount Fixed by County Court for 1921, Balances for 1920, Deficits for 1920. Rows include ROADS AND HIGHWAYS, ELECTIONS, SHERIFF'S OFFICE, CLERK'S OFFICE, etc.

Table with columns: Amounts necessary to be levied for various funds for 1921, County, State tax, Common school fund, School library fund, etc.

Table with columns: SPECIAL CITY, SCHOOL DISTRICT AND OTHER TAXES REPORTED BY TAX LEVYING BODIES FOR THE YEAR 1921, AT THIS DATE. Rows include City Levies, School Districts, Union High Schools, etc.

CITY NEWS

Trains Delayed—A derailment in California yesterday resulted in the delay of all northbound trains last night and this morning.

Flue Burns Out—A flue fire at the home of A. J. Bellows in West Roseburg resulted in the calling out of the fire department yesterday evening. No damage was done.

Expected Back Soon—Rev. C. H. Hilton, who has been spending the past three weeks at Gladstone, is expected to return to his home in this city the latter part of the week. He has been conducting a very successful revival service at Gladstone.

Forest Ranger Here—Asher Ireland, who between the years of 1907 and 1913 was connected as ranger with the local forestry office, is here for a visit with his many friends. Mr. Ireland spent three or four years in the Alaska forests and is now in the Portland office.

SCATTER SUNSHINE. You can change every nickle you've got into solid chunk of 14-karat sunshine, wrapped, ready to mail. Greeting cards for Christmas are as good as gold. They are the accepted currency of Friendship. Our line is now ready for your inspection. THE ROSEBURG BOOK CO. M. J. & S. J. Shoemaker.

CHICHESTER'S PILLS. THE GREAT ILLIUM. Ladies! Ask your Druggist for Chichester's Pills in Red and Gold wrapper. They are the only pills that will cure you. Buy of your Druggist, Ask for CHICHESTER'S PILLS in Red and Gold wrapper. They are the only pills that will cure you. Sold by Druggists Everywhere.

We will take Your Old Ford in on a New Ford at a reasonable price. Why not get a Ford with ELECTRIC STARTER and ELECTRIC LIGHTS. Lockwood Motor Co. ROSEBURG, OREGON

Ott's Music Store. Too late now to get it for Thanksgiving—but how about XMAS? Only 24 Days away. The Victrola, Edison, Sonora, Chely. A machine for every purse, from \$25 to \$300. Come in and select it, while our stock is complete. ROSEBURG, OREGON