ROSEBURG NEWS-REVIEW
Issued Daily Except Sunday.
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Roseburg, Oregon, March 21, 1921

YOUR PROBLEM OR HIS

Any one who is ambitious for business success, spends many hours studying the problem of his own advancement. Sometimes it seems as if he would do better to think a little less about his own personal problem and a little more about the problems that bother his employer.

A person may be able to hold his job just by grubbing along in a routine way, performing his tasks in the same way they were performed last year. But very few people secure promotion in any such way.

The employee in any business should realize that almost any kind of humon service can be improved by study and effort. He should also realize that business is a hard competitive struggle and that every business man has to keep on his toes to make good and keep even with the game. The employer's mind is in a state of constant effort to meet his problems.

The good employee takes up his own particular function for intensive study, determined to meet the problems with which he and his employer are confronted, in regard to that portion of the work.

If the store clerk is responsible for the sale of a certain line, he tries to learn just what competition his employer has to meet in that line. He familiarizes himself thoroughly with those goods, studies the strong selling points of the line, suggests a change if he can prove that such would be advantageous.

In short, he handles that line with such skill and diligence that his employer can stop worrying about that end of the business. The boss knows that that department is being cared for so efficiently that he does not need to give it much attention. That employee has shouldered part of his employers problem and in so doing he has created the basis upon which promotion of some kind is sure to follow.

OUT OF TOWN TRADE

If you visit a big store in a large city you feel very much of a stranger. You are one of the crowd which surges through the place and no one takes an interest in you. It is often difficult to get attention out of the salespeople, who seem concerned in their own affairs and are frequently pert and saucy.

It is a different proposition when you visit the stores of Roseburg, where you are cordially welcome. Many of them are exceedingly systematic and painstaking in their efforts to win the favor of friends at a distance.

In all these stores the clerks are instructed to recognize these visitors by name if possible, and to cultivate personal relations with them. They urge the out of town people that if at any time they are too busy to attend to needed shopping, to call up by telephone one of these clerks whom they have met personally, and any of these salespeople will be glad to attend to their purchases and send the same out by parcel post. Any of these clerks will take a great deal of pains to suit a person with whom they have formed such relations. They often go around from store to store in order to find something that will just fit what a customer has called for over the wire or by letter.

As a result of these methods, the business field of this city is constantly extending. People come long distances to visit a city where they get this personal attention. In some places there has been some feeling among the people of the outlying country that the town folks were not interested in them. It has been the spirit in Roseburg that it is built on the prosperity of the surrounding country, and everyone within a radius of many miles is considered as one of the home folks.

One day of thrift week, which was observed throughout the United States recently, was devoted to creation of greater interest in life insurance. It is probable that there are still a few persons who regard life insurance as "flying into the face of Providence," as some opponents of insurance protection have designated it, but insurance is now recognized as of such business value that persons of intelligence no longer make any pretense of opposition. The business of promoting interest in insurance in its approved forms should not be left to those who are directly engaged in the selling of policies. It should be the desire of every person that his neighbor be amply protected from any loss that is avoidable, either through his death or because of accident or sickness. Insurance constitutes a great mutual organization, in which its members undertake to protect each other against certain kinds of losses. No person considers himself a good business man if he neglects to protect his buildings or other property from complete loss by fire. Loss of the earning power of the individual because of death or incapacity should be guarded against as well.

Ex-Attorney General Palmer's ruling on beer as a beverage for people with impaired health will have a tendency to make a lot of people, now in excellent physical condition, feel like going on a beer diet to recuperate.

There are few persons who would find the journey of life interesting without a lot of stop-over privileges.

Even a cross-eyed man has no difficulty in finding trouble these days if he goes out to look for it.

Today is the first day of spring—Old Man Winter should be a thing of the past.

Time for that new Spring bonnet.

FIRST DAY OF SPRING.

(By United Press)

PORTLAND, March 21.—The first day of spring was greeted today in the northwest by a variety of weather. Portland, Tacoma and Seattle reported balmy sunshine, Spokane a light snow, and Eugene cloudy weather.

AROUND THE TOWN

From Oakland—
Mrs. George Stearns of Oakland was a business visitor in Roseburg for a short time today.

Jim Clarke in Town—
Jim Clarke, the Winchester Poultry expert came to Roseburg this morning to spend a few hours attending to business matters.

To Glendale—
Mr. and Mrs. A. L. Small of Tillamook arrived in Roseburg last night and left this morning for Glendale, where they will spend a short time looking after property interests.

Home From Chicago—
Mrs. W. H. Fisher who has been in Chicago for the past six weeks visiting with her brother, who has been dangerously ill, returned to her home in this city Friday night. She reports the condition of her brother still quite critical but hope is entertained of his complete recovery.

To Riddle—
Miss Alice Rien, public health nurse left this morning for Riddle where she will take up her regular classes. Miss Rien will spend the week in the southern end of the county, returning here Saturday. She will also take up her classes at Canyonville and Glendale.

Does County Work—
Miss Ebba Djupe, public health instructor, left this morning for Myrtle Creek, where she will start her county work, having almost finished her work in this city. Miss Djupe's county work will be largely in the schools and will keep her busy until the middle of May.

Editor Passes Through—
M. C. Athey, editor of the Hermiston Herald, published in Hermiston, Oregon, passed through Roseburg this morning enroute to Los Angeles. Mr. Athey will accompany his mother on her return trip to Hermiston, after spending the winter in Los Angeles. Mr. Athey edits an eight page weekly at Hermiston, which is in the center of a thriving community.

COOKED FOOD SALE.

A cooked food sale will be held by the Loyal Circle class of the Christian Bible school, Saturday, March 26, at Uhlig's Electric Store.

"BUDDIES" MEET.

William A. Aird, of Oregon City, former army captain, and W. L. H. Osborne, lieutenant, enjoyed a very enjoyable visit last night at the Umpqua Hotel. The last time these two men saw each other was in Paris following the cessation of hostilities. Lieutenant Osborne served under Captain Aird for a number of months during action in France and the two officers formed an attachment which was apparently severed when they separated at Paris and lost track of each other. Meeting unexpectedly last night, they spent many delightful hours in swapping reminiscences and talking over old army days.

WILBUR NEWS NOTES

Under the auspices of the Douglas County Farm Bureau, a meeting was held in Wilbur last Friday evening. Mr. Holbrook, president of the Columbia County Farm Bureau, explained the aims and objects of the Farm Bureau as a county, state and national organization. He pointed out how the organization has already influenced legislation affecting the farmer and emphasized the advantages of co-operative marketing of farm products and co-operative purchasing of materials by farmers.

Mr. Ward of Portland urged all wool and mohair growers to market their product though the Wool and Mohair Growers Co-operative association in order to get the highest price for each fleece, graded according to its quality. Mr. Cornett, of Linn county spoke from the standpoint of a practical farmer and stock breeder, Mr. Banning, of Douglas county, gave satisfactory answers to queries from the audience.

The Parent-Teachers association of Wilbur school convened on Friday evening, March 10. The program included a duet by Miss Beulah Parker and Miss Alice Hill, remarks by County Superintendent, O. C. Brown, vocal solo by Miss Golda Parker, talk by Miss Helen Cowgill, of O. A. C., and an exhibition of lantern slides by county club leader, Street. Refreshments and a social hour followed the program. Cakes for the occasion were furnished by Mesdames Bellows, Delowney, Howard, Marfy F. Short, Emma Brown, R. C. Hill, Morley, Hart and Grae.

Robert Irving, a student in agriculture at O. A. C., is home to spend Easter with his parents Mr. and Mrs. B. Irving, at Wilbur.

DAILY WEATHER REPORT.

U. S. Weather Bureau, local office, Roseburg, Oregon, 24 hours ending 5 a. m.:

Precipitation in Inches and Hundredths

Highest temperature yesterday	54
Lowest temperature last night	41
Precipitation last 24 hours	0
Total precip. since first of month	1.27
Normal precip. for this month	3.98
Total precip. from Sept. 1, 1920, to date	29.19
Average precip from Sept. 1, 1877	26.98
Total excess from Sept. 1, 1920	2.21
Average precipitation for 43 wet seasons (Sept. to May, inclusive)	21.47

Forecast to 5 p. m. for southwestern Oregon:
Tonight and Tuesday, showers.

WILLIAM BELL, Observer.

After Thorough Trial a Detroit, Mich., Man Endorses Pe-ru-na

The following letter written from Detroit, Michigan is no snap judgment expressed on the merits of Pe-ru-na, the well-known catarrh remedy, but rather a mature, sober opinion formed after a full year's trial.

This is the way Mr. Michael Fako of 906 East Palmer Avenue, in the Michigan Metropolis, writes: "After using PE-RU-NA for about one year will say I have found it a very good medicine for catarrh. It has helped me a great deal and I am very well satisfied. I have gained in weight, eat and sleep well, my bowels are regular and better color in my face.

"PE-RU-NA has done wonders and to me is worth its weight in gold. I shall continue to use PE-RU-NA as long as I live and recommend to my friends who are troubled with catarrh."

Nothing can be more convincing than an endorsement of this nature from an actual user. There are many people in every community whose experience, in using Pe-ru-na, has been identical with Mr. Fako's. It is the standby for coughs, colds, catarrh, stomach and bowel disorders and all catarrhal conditions.

Put up in both tablet and liquid form. SOLD EVERYWHERE.

COLES VALLEY NEWS

Mrs. Harry Matthews and daughter, Harriet, who have been visiting her mother, Mrs. W. F. Emery returned to their home in Dixonville Friday.

The Joelson brothers have been doing some much needed road work with their new tractor, which they purchased a short time ago.

A very pleasant birthday party was given at the home of Mr. and Mrs. M. Smith on March 5th, it being the third birthday of their daughter, Maxine. When all of her little guests had arrived they were shown into a room so beautifully decorated with many small candles and toys it looked like a real fairyland. After a very delightfu time spent in paying games and enjoying all of Maxine's beautiful toys, an elaborate luncheon was served. Two large birthday cakes, each with three tiny pink candles graced the center of the table. Favors in the form of a basket filled with a miniature birthday cake, gum and cake were given to each child. Those present were Jack McClellan, Thomas Wellock, Albert Joelson, Louis Palmer, Arthur Joelson, Katie and Hazel Smith, Marion Wellock, Marguerite McClellan, Maxine Elliott, Lois Edwards and the hostess, Maxine Smith.

Mrs. O. G. Palmer and son Louis are visiting friends and relatives at Cleveland.

The Helping Hand Club met at the home of Mrs. Walter Woodruff on March 17. The rooms were attractively decorated with shamrock, pine and jonquils. The afternoon was spent in conversation and sewing. A dainty luncheon was served by the hostess, assisted by Mrs. M. Smith and Mrs. McClellan.

Mr. and Mrs. Walter Woodruff are intending to move to Portland soon. Mrs. Woodruff will be greatly missed in the Helping Hand Club and they will both be missed in the Coles Valley Sunday School, which was recently organized, as both were teachers.

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DRAIN NEWS.

March showers.

Ernest Whipple made a brief visit with relatives at Roseburg last week.

Charley McClure has put a wire fence around his chicken park. Mr. Myers also has put a wire fence about his home lot.

Little Clara Blomberg, who has been quite ill with pneumonia, has about recovered.

Mr. Spaulding, who has been quite ill, is improving slowly.

W. Wilson, postmaster at Yoncalla, made a brief visit with relatives at Drain last week.

Ad Burns is building a large chicken house this week, having got it almost completed.

Mr. and Mrs. Smith, from Portland, have moved into the rooms over Mr. Whipple's store.

Mrs. Zella Kuykendall made a brief visit to her father, Benton Mires, and family, at Drain Saturday. She and her husband were called to Eugene to the bedside of the latter's mother, who is critically ill.

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ELKTON NEWS NOTES

Earl Higginbotham is on the sick list this week.

Mr. and Mrs. Boise and Ruby, the daughter of Mrs. Boise, are living on the Cy Levins estate.

Fred Goff and Mr. Mansfield of the Farm Bureau Movement were in Elkton Thursday afternoon, M.ra 17. Mr. Mansfield gave a strong lecture on the Farm Bureau Movement. There is a great need for a work among the farmers such as Mr. Mansfield describes that the Bureau is doing and we wish the movement success. We hope that it will follow the lines which he depicted and not chase the "will 'o the wisp" as the Farmer Aliens and Populists of Kansas 30 years ago, nor of the non-partisan league of North Dakota of the present time.

Friday evening March 18, a dance was given in Elkton.

Our minister, Mr. Dix preached at Long Prairie March 20th

Our school is beginning to practice for the Field Meet which is to take place in May.

Floyd Levins and Walter Rydell broke the wood saw belonging to John Levins last Thursday and will be laid up for repairs for some time.

Saturday afternoon Elkton district will elect a successor to Walter Rydell, who has resigned.

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ROSEBURG REALTY IS ACTIVE.

The real estate business and the home building movement are progressing hand in hand at Roseburg, according to H. O. Pargeter, secretary of the Douglas County Realty board and official of the Douglas Abstract company. Pargeter was a visitor at the meeting of the Portland Realty board Friday noon.—Portland Journal.

Revival Has a Good Beginning

The revival meeting at the Christian church had a fine beginning yesterday. Beginning with the Bible school everything went along in a big way. The morning service filled the main auditorium and in the evening every available space was taken. The band gave some excellent numbers, and were mighty well received by the large audience. Singing evangelist Curtis led the congregation and choir in a stirring song service, and Mrs. Curtis gave a special number. The evangelist last night spoke on The Great Book, and used a large chart by which he explained the Book gave its great outline and how to best study it and to more completely understand it. This was a most pleasing service throughout. The evangelist will speak tonight on The Worlds Greatest Detective, and the song service will also be a feature. The singers are also expecting to organize a junior chorus that will help in the music on occasions. The church is making large preparations for its easter service, and there will be many special features throughout the said yesterday about the evangelists and it looks as if there will be a very fine meeting.

"Used Drugs for Constipation------ Now Internal Baths"

Mr. R. A. Denker of 4847 Langley Ave., Chicago, Ill., writes to the Tyrrell Hygienic Institute:

"I have used many kinds of drugs for Constipation but found only temporary relief. I have never used a drug for it since procuring the 'J. B. L. Cascade' five years ago. I cannot praise it too highly for what it has done for me."

The "J. B. L. Cascade" cleanses the lower intestine its entire length and keeps it always free of poisonous waste.

Thousands testify that Constipation, Indigestion, Stomach Troubles, Biliousness, Headaches and all the many serious troubles which they cause are absolutely relieved and prevented by this Nature Treatment.

Nathan Fullerton, at Rexall Store, Perkins Bldg., Roseburg, will be glad to show you the "J. B. L. Cascade," explain its simple operation and will give you, free on request, an interesting little book by Dr. Chas. A. Tyrrell of New York, a noted specialist on Internal Bathing for 25 years in that city. Clip this out as a reminder to ask for the booklet at your first opportunity.

ALOHA CLUB DANCE.

Next regular party Monday evening, March 21st.

CITY NEWS

Arundel, piano tuner, Phone 189-L

Wanted, rags, 1c per lb. Berger's Bargain Store.

Hot Cross Buns for sale at Model Bakery. Good Friday, March 25.

Dr. Harry E. Morgan, dentist. telephone 483. Office 315 Perkins Bldg.

Hot Cross Buns for sale at Model Bakery. Good Friday, March 25.

See high school girls in club drill, Liberty Theater, March 22, 7:30 p. m.

For painless extraction of teeth call on Dr. Nerbas, destist, Masonic Bldg. Phone 448.

Hear Irvin Brunn, Jr., play and sing. Liberty Theater, March 22, at 7:30 p. m.

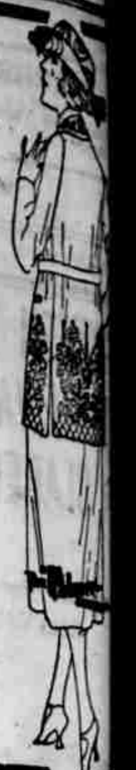
Harry Hildeburn Jr., will sing for you at the Liberty theatre March 22 at 7:30 p. m.

Just received large shipment of grain, hay, feed, all at lowest market prices. See us quick. Judd & McMillan.

Loganberry tips, best quality, direct from grower. Clover and grass seeds. Ask for prices, stating quantity. L. L. Hershberger, Hubbard, Oregon.

Frank A. Terry and Fred M. Rowley, representing the Equitable Savings & Loan Assn., of Portland, Oregon, are again at the Umpqua hotel.

BABY'S COLDS
are soon "nipped in the bud" without "dosing" by use of—
VICKS VAPORUB
Over 17 Million Jars Used Yearly



Charming in Style
Fashioned in the Season's most Popular fabrics
These Suits
Express the utmost in value
Beautifully Tailored, but Moderately Priced
BURCHARD'S

A divorce was granted today to E. L. Douglas from Mina Belle Douglas, desertion being alleged. The plaintiff was represent[ed by At]torney M. F. Rice. Both [are resi]dents of Myrtle Creek.

Watch Window for Special
March 18 and 19
Churchill Hdwe Co.

CLASSIFIED COLUM[N]

ALL NEW CLASSIFIED ADVERTISEMENTS WILL BE FOUND O[N] PAGE UNDER HEADING "NEW TODAY."

WANTED.

GIRL WANTED for confectionery work. Apply Foutch's, on Sheridan St.

WANTED—To rent furnished house by desirable tenant. Can give references. Phone 48-R.

FOR RENT.

FOR RENT—Safety deposit boxes. Roseburg National Bank.

FOR RENT—Rooms and apartments. 327 West Douglas St. Phone 88-L. W. L. Hash.

FOR RENT—Furnished house. Also sleeping room. Call 707 West Mosher St. or phone 365-R.

FOR RENT—Cleaning and pressing parlors, completely equipped and ready for operation. Address G. W. S., care News-Review.

MISCELLANEOUS.

TAILORING, dressmaking of all kinds. Phone 187-R. Mrs. Guthridge.

CURTAINS carefully laundered. Call at 532 So. Pine St., or phone 106-Y.

LOST AND FOUND.

LOST—Thursday afternoon, man's pocketbook in or near business section. Return to News-Review office and receive reward.

FOR SALE.

FOR SALE—Motorcycle, cheap. Roseburg Garage.

FOR SALE—One gasoline drag saw. At Deer Creek Barn.

FOR SALE—Baby bassinet and child's bed. 737 E. Douglas St.

FOR SALE—Extra good alfalfa hay, $27 per ton. Judd & McMillan.

FOR SALE—Jersey heifer calf. C. E. Coates. East Side, near rifle range.

DODGE—Practically new, for sale. Snap. C. A. Lockwood Motor Co.

FOR SALE—One 1800 lb. stallion, perfect draft type. Rice Bros., Dillard.

HAY FOR SALE—Edenbower Orchard Tracts. Fred Fisher. Phone 26-F3.

FOR SALE—Nice, dry oak and laurel wood. Order quick. Judd and McMillan.

FOR SALE—1918 Ford touring car, good condition. Inquire 331 S. Main St.

FOR SALE—6 room house, garage and barn. One block from high school. P. O. Box 521.

WHEAT FOR SALE—$2 per bushel at ranch. Arthur R. Weeks, Ruckles, Oregon.

FOR SALE—1st class italian prune trees, 6 to 2 ft., $30 per 100. R. L. Ellis.

FOR SALE—Protectograph check writer, good as new. Inquire at News-Review.

FOR SALE—Four room house with bath, close in. Write A. A. Chapman, Bonanza, Oregon.

FOR SALE—Ford taxicab, just the thing for jitney business. See it at the Roseburg Garage.

FOR SALE—Will sacrifice Chevrolet car for $350. Owner needs the money. See it at Roseburg Garage.

FOR SALE—Nearly new Willow-cab baby buggy, or will exchange for Willow go-cart in good condition. Call 159-R.

FOR SALE—Big fine young team, sound and straight. Weight about 2800 lbs. See them at Empire barn. Judd & McMillin.

FOR SALE—Eggs for setting from purebred R. I. R. both single comb and rose comb. $1.50 for 15. Dr. R. P. Bradford. Phone 40-F4.

FOR SALE—We have a few [...] Rhode Island Red cockerels [...] at $2.50 to $5 each. Phone [...]

FOR SALE—Light team wa[gon ...] harness, all in good condi[tion ...] reasonable. J. F. Barker [...]

FOR SALE—8-room house [...] All kinds of fruit and [...] place. Inquire 1234 Prosp[ect ...] phone 228-R.

FOR SALE—1918 model [...] Good mechanical condi[tion ...] take suitable small car [...] Phone 421-J.

FOR SALE—Five room mode[rn ...] 2 lots, barn, woodshed [...] house, 1 block from Pacific [...] Inquire at 733 Cobb St.

FOR SALE—1920 Ford car, [...] lights. Zenith carburetor, [...] and runs like new, all [...] it at D. P. McKay's, W[...]

FOR SALE—Pride of Mu[...] the Money Maker potatoes [...] use, at $1.50 per hundred [...] Flower Ranch, opposite [...] Home cottages. Phone [...]

FOR SALE—Hatching eggs [...] lected S. C. W. Leghorn [...] to pedigreed O. A. C. [...] and 300 egg strain. $7 a [...] $1.50 per setting. Phone [...] L. Branton.

FOR SALE—Single comb W[hite Leg]horn baby chicks and [...] hatching. Chicks all sold [...] 21. Hatching eggs sold [...] tings of 15. Bonnieview [...] W. Burt, Roseburg. Phone [...]

FOR SALE—Strictly fancy [...] $24 per 11 lbs. Med. Red [...] $28.50 per 100 lbs.; White [...] Clover, $32 per 100 lbs.; [...] $28.50. Write us for sample[s ...] arch Seed & Feed Co. [...]

FOR SALE—Strictly fancy [...] alfalfa seed; tests 99.94 [...] pure and 91 per cent [...] No better seed was ever [...] $24 per 100 lbs. Write [...] Monarch Seed & Feed Co. [...] Ore.

FOR SALE—5-room plastered [...] low, close in. House [...] good repair. Owner [...] offers it at a sacrifice. [...] half cash, plenty of time [...] ance at 6 per cent interest [...] of W. A. Bogard Real [...] 405 Cass St.

FOR SALE—Bing, Lambert and [...] Ann cherry trees, 2 to 3 ft. [...] Bartlett pears, 2 to 4 ft. [...] trees. Some Italian and [...] on hand. Can secure [...] for the family orchard [...] walnuts, Filberts, loganberry [...] and strawberries at [...] prices. R. L. Ellis, Roseburg [...] miles west.

FOR SALE—85 acres under [...] 30 acres in alfalfa, balance [...] land; 4-room house, [...] buildings; good well, [...] across one end the year [...] head of work horses, [...] ing implements; 3 miles [...] on highway; 30 miles [...] Falls, Oregon. Price $[...] Address W. Crandall, [...] Oregon.

FOR SALE—A change [...] makes it necessary to [...] tiful 6-room home, [...] cleaned and refinished [...] in every room. Linoleum [...] and bath; nice garage. [...] than conservative value [...] antee lease that will [...] on investment, besides [...] sale. Easy terms. [...] above average laying [...] canned fruit, double [...] gun; large, almost new [...] garbage can, upholstered [...] etc. Phone 481.

WRIGLEY'S
"After Every Meal"
Get thrice-daily benefit from this low-cost aid to appetite and digestion
It keeps teeth white breath sweet and throat clear
Makes your smokes taste better

Still 5c
B8
The Flavor Lasts