

ROSEBURG NEWS-REVIEW

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H. W. Bates, L. Winbury, Bert G. Bates

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SUPPLYING INFORMATION.

The foundation of a salesman's function is giving information about goods. Otherwise the public could almost get along without salespeople. A good advertiser would be able to attract customers to his store by his notices, then spread his goods out on the counter with the price marked, and let the public take what it wanted and pay the price at the door. Some stores run very successfully on that basis.

The majority of people however in making a purchase, want to talk the thing over with some one who can tell them facts about goods. They feel they need information, and they look to the salesman to give them an intelligent impression about different lines. Many salespeople can merely speak warm praise about every article in their line, without telling how the goods were made or giving the customer any facts upon which they can base an opinion.

The good salesman should do much independent investigating. He should read the circulars and literature sent out with goods, he should study trade papers covering the various lines, he should talk with salesmen about methods of manufacture. He should make himself a specialist in his line, so that when his view is asked, he can give an authoritative opinion about goods, and tell what kind is best likely to meet the conditions in any particular case.

When you find what the merchants call a "crackjack salesman," it is usually one who has acquired that thorough information about goods. He is no hot air artist. When the boss wants to know what line he would better buy, he usually asks that fellow. You can't keep one of that kind down.

LESSONS FROM GERMANY.

Very little admiration is felt in this country for the moral ideals of Germany. But in efficiency methods, in her plans for industrial development before the war, there are many points where she achieved wonders and where the United States has much to learn.

The way Germany developed foreign trade was one of the most amazing achievements in the history of the world. Fifty years ago Germany was far behind in international trade. But as the result of far reach-

ing plans, she reached the point in 1913 where her exports were worth more money than those of the United States. And values were very much lower in Germany, so the volume of exports was really in excess of the American exported product. And yet at that time Germany's population was only about 67,000,000, while the United States had 91,000,000.

How did they accomplish this remarkable productivity? Probably the principal element was through education, particularly technical training. Young men who expected to enter industrial work were given a careful schooling along these lines. This produced a great body of expert workers, who would maintain high standards of factory output.

Also the Germans spent money very freely for technical research. They supported large numbers of scientists who devoted their time to studying improvement of the mechanical arts. All processes were subjected to scientific tests, so that they were done in the most efficient and economical way.

Our export business can not be large unless our factories and farms produce efficiently. They can't do that unless a great body of young people are incited and assisted to attain expert skill.

One reason why people don't succeed is that they do not make productive use of the periods when business is quiet. In some stagnant towns, it is a common thing to see merchants sitting or standing for long periods in their front doorways, minds occupied in watching the little doings of the street. A wide awake fellow, when quiet hours come, will be rearranging his stock, sorting over old lots, planning future campaigns, reading trade papers. The past six months have been a period when many factories have run slack. But the managers of successful enterprises have spent little time in looking out of the windows. They have been working harder than usual, trying by closer attention to detail to increase sales and get their business on more systematic foundations. The results begin to show when the next rush time comes.

The superintendent of the Cleveland high school has issued a warning to parents about permitting school children too free use of the family auto. "Night riding," he declares, "has become a menace to the morals of the boys and girls." In many towns nowadays, the high school grounds are filled with parked machines. Where dependable young people drive in from long distances, this may be a help toward securing an education. But many of the boys, whose fathers walked miles to school, have got so that they must have the car to take them a half mile.

The farmer is wishing for some good, warm weather to get his crops above the ground—but the farmer, like some of the rest of us don't always get what he rightfully deserves.

FARM BUREAU NEWS

By H. E. Haslett.

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EIGHTEEN STATES POOL

CLIP.

Eighteen states have formulated plans for pooling the 1921 wool clip, according to C. J. Fawcett, director of the wool marketing department of the American Farm Bureau Federation. Three new states have just reported the completion of pooling arrangements. In Virginia, a co-operative sheep and wool growers' marketing association has just been organized to handle the pool. In Montana, the wool growers have recently incorporated and are preparing contracts for wool growers to sign when the wool is delivered to the pool. Five wool meetings were held in Indiana last week, and were attended by representatives from 50 counties. Plans were completed for a state wool pool to be marketed at the warehouse of the Ohio Wool Growers' association. The formation of state pools in Texas, Utah and Montana are of particular significance to the whole pooling movement. These three states alone produce 45,000,000 pounds of wool annually—about one-sixth of the output in the United States.

The manufacture of pooled wool into blankets, as practiced by various state farm bureau federations, has reached substantial proportions. The Illinois Agricultural association has manufactured approximately 6,000 blankets and the Iowa Wool Growers' association has sold about the same number. Michigan has made much progress in this line also. The psychological effect has doubtless been beneficial to the consumer public by causing a reduction of retail prices.

Recent sales of pooled wools total about a million pounds at the following prices: Wyoming Fine Medium Clothing, 23 cents; Iowa Half-Blood, clothing 25 cents; Wyoming staple, 26 cents; Fleece Bright Quarter-Blood, 24 cents; Utah Half-Blood, 25 cents; Michigan Quarter-Blood combing, 26 cents; Michigan Three-Eighths Comb, 26 1/2 to 27 cents; Michigan One-Half Staple, 25 1/2 to 27 cents; Michigan Fine Clothing, 23 cents; Michigan Delaine, 28 to 33 cents; Michigan Medium Clothing, 21 cents; Ohio Half-Blood Comb, 31 cents; Ohio Fine Clothing, 31 cents; Ohio Eighty Blood Comb, 30 cents; Ohio Quarter-Blood Comb, 28 cents; Ohio Low Quarter, 15 cents; Illinois-Wisconsin Low Quarter, 26 cents; Indiana Low Quarter, 22 cents.

The Ohio Pool completed sales of 3,000,000 pounds of 1921 wools on April 12.

The various pools are putting forth every effort to close grades so that money may be placed in the hands of the grower at the earliest possible date. Wool on farms has met no mar-

ket. Some of the Boston firms are in the field bidding from 12 to 18 cents per pound for the fleece wools of the 1921 clip.

"The co-operating wool market movement has passed the experimental stage," says Mr. Fawcett. "It is becoming more strongly entrenched every month. It is of primary importance that the sheepmen and their organizations continue to support the Farm Bureau method of pooling wool, thereby assuring to the grower the maximum return."

To Raise Farm Loan Limit.

Congressman Horace M. Yowner of Iowa, chairman of the committee of insular affairs, introduced a bill (H. R. 4131) last week which will increase the amount that the Federal Farm Loan banks may lend to individuals from \$10,000 to \$25,000. The American Farm Bureau Federation has been in favor of this change for some time and expressed itself again regarding it at the recent Washington meeting of the executive committee and state delegates.

President Howard in Northwest.

President J. R. Howard of the American Farm Bureau Federation, U. L. Burdick and W. B. Schilling, director of the U. S. Grain Growers, Inc., are in the northwest this week in the interest of the U. S. Grain Growers, Inc. The three constitute a special committee to meet with the Northwest Wheat Growers Association. Plans for consolidating the two organizations will be worked out.

Truth-in-Fabric Again Introduced. Congressman Burton L. French, of Idaho, has again introduced the bill which during the last session of Congress became popularly known as the Truth-in-Fabric bill. The bill has the undivided support of the American Farm Bureau Federation. The purposes of the bill is to prevent deceit and unfair prices resulting from unrevealed presence of substitutes for virgin wool in woven fabric purporting to contain wool and in articles made therefrom.

Farm Bureau Man on Interstate Commerce Commission.

Johnston B. Campbell, Spokane, Wash., has been appointed as a member of the Interstate Commerce Commission. Mr. Campbell owns and cultivates a 320-acre farm in Washington.

Two weeks ago a sub-committee of the executive committee of the American Farm Bureau Federation was received by President Harding. At that time the president assured the committee that he was already committed in favor of recognizing agriculture in appointments to important federal boards and commissions.

DATE IS CHANGED.

The ladies' society of the B. of L. P. and E. will meet Thursday, May 19th, instead of Friday, May 20th. This change will not affect other meetings.

Fire Destroys Brumfield House

The attractive bungalow residence located in Evans park addition belonging to Dr. R. M. Brumfield, was totally destroyed by fire last night. The occupants of the house had a narrow escape from death and barely succeeded in making their way from the burning building before the upstairs portion of the building was cut off by flames.

This is the second fire for Dr. Brumfield, his beautiful residence located in almost the same spot having been destroyed several years ago. Following the fire he constructed another home which he occupied for several months. On account of the lack of a bridge he moved to the city and the house was rented by George Williamson, wife and children, and Sam Anglin and his mother.

The occupants of the house retired early last night and were not awakened until the fire, which started on the first floor, crept through to the second floor where sleeping rooms were located. Grasping what clothing was at hand they made an escape by the stairway which was already full of flames and roused some of the neighbors. A few articles of furniture were removed, but a larger part of the contents of the home was a complete loss. The house was partially covered by insurance, the furniture was not protected. A general alarm was sounded, but as the property was outside of the city limits and across the river the firemen were unable to reach the scene. The origin of the fire is unknown as there was no fire in the stoves during the day and there had been nothing burning about the house which might have started the blaze. It is believed that defective wiring was the cause.

TEAM ASSIGNMENTS.

The Christian Workers Band assignments for Sunday, May 22, are as follows: Team number one, Le Roy Walker, captain, Wilbur; team number two, Loren Britt, captain, Dillard; team number three, Loren Harvey, captain, Looking Glass; team number four, Harold Barton, captain, Garden Valley; team number five, Ruth Wilcox, captain, Glde.

Espee Sluggers Lose to Presbys

By C. H. Hilton

The ball game between the Presbyterians and S. P., which was postponed on Tuesday evening on account of wet grounds, was pulled off last night, and resulted in a victory for the Presbyterians. The score was six to five, and it proved to be a very interesting game. Street and Miller were in the points for the Presbyterians, and Cederstrom and Reibel for the Rallies. Street pitched wonderful ball for four innings, not a hit being made from him up to that time, and six of the first ten men who faced him fanned the ball. But the S. P. boys began to reach him in the fifth and began to make the game exciting. The big lining for the Presbyterians and the blow up for the Espee bunch came in the third when the Presbys made all their runs. Miller opened the game with a hit and Barton followed suit. Miller going around to third, a wild throw helping him along, and Barton going to second on the throw in. Two errors by the shortstop followed, allowing two more men a life, and also allowing two scores. Whipple followed with a hit. Whipple worked around to third, but was out at home. Two errors again came, and a fielder's choice, and two more scores were made. Miller, who opened the game, came up for the second time and made the third out. The railroaders made three first runs in the fifth, when Reibel opened with a beautiful hit, and Hall lammed the ball on a line drive to the left field fence for a three base hit. Johnny Lloyd followed with a single, scoring Hall with the second run. In the sixth they put across two more. These were made by an error, a base on balls, another error, and Reibel's second hit. In this inning a peculiar play came up. Railroad Miller was on third and Reibel on second. Johnny Lloyd hit to the pitcher, and Miller started for home. He was trapped between third and home and ran back and forth. In the meantime Reibel ran down and touched third which gave him that base and forced Miller. Those trying to run him down did not see the point. If a man with the ball had touched home base Miller would have been out on the force. In the meantime however, Reibel ran back to second and Miller on a dropped ball got back to third, a base to which he no longer had any right, as he had been forced. He was touched out. The play created considerable wrangling. In the seventh and last inning, for it was then getting too dark to see and play good ball, Cederstrom got a base on balls, stole second, and went to third on a wild throw, and scored on a passed ball. Althouse was out on a bunted third strike and Campbell struck out. Wise got his base on balls, and attempted to steal second. The ball was thrown to second and there was a very close play, and Wise was called out on what looked to the scorer a very doubtful decision. But this ended a most exciting game. The score:

1 2 3 4 5 6 7 R.E.

Presbys. . . 6 0 0 0 0 0 6 4 3

S. P. 0 0 0 0 2 1 5 4 7

Earned runs, S. P. 2; three base hit, Hall; first on balls, Street 2; left

A MAN NEVER KNOWS

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on bases, S. P. 5, Pres. 4; first on errors, S. P. 3, Pres. 7; struck out by Street 1, by Cederstrom 2; double plays, Miller to Althouse, passed ball, Miller; hit by batter, by Street 1. Hall won a prize of a ham from Geo. Kohlhaugen for the first Southern Pacific three base hit.

PEOPLE OF OUR TOWN



The Candidate is around Mitting the Voter, who is Receiving Gobs of Attention for a Change. After Election he Will Tell the Voter Go Take a Gallop for Himself, but Right Now the Candidate will Promise Anything. We'd Hate to be a Candidate and Promise Things We Couldn't Deliver.

Tri-Weekly Train Service Announced

L. B. Moore, local Southern Pacific agent, announces that his company will re-establish tri-weekly train service between Eugene and Marshfield effective June 1, and through intermediate sleepers will be operated between Portland and Marshfield, leaving Portland, Sunday, Tuesday and Thursday by train No. 11 for Eugene. First sleeper will leave Portland on No. 13 Tuesday, May 31. First car will leave Marshfield Wednesday, June 1. On Bay line train will consist of baggage car, local coaches operating between Eugene and Marshfield, and through Portland-Marshfield standard sleepers. Coach passengers will be required to transfer at Eugene to get directions. These trains will connect in both directions at Marshfield with local service to and from Coquille, Myrtle Point and Plover. This train leaves Eugene Monday, Wednesday, Friday at 1 a. m., leaves Marshfield 7:30 a. m., leaves Marshfield Monday, Wednesday, Friday, returning 7:45 p. m., leaves Eugene 1:45 a. m. Standard sleeper handled from Eugene to Portland in train 54.

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