

ROSEBURG NEWS-REVIEW

Issued Daily Except Sunday.

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ROSEBURG, ORE. MON., JUNE 7, 1921.

THE PSYCHOLOGY OF BUSINESS ASSOCIATIONS.

Business men's associations of the chamber of commerce type have had the strong and the weak points of the commercial community. Business men are engaged in the competitive management of industry, with personal reward as the motive. When they unite for advancement of the business of a city, they show much the same characteristics that they do in their own daily labor.

They have the initiative and drive that goes with an individually owned enterprise. The competitive struggle develops the qualities of self help and impatience with delays, and the tendency to measure the success of the effort in terms of money gain or loss. These qualities will appear in a well managed business man's organization, and they give it the power that accomplishes large results.

A good community organization, however, demands something more. It must manifest the spirit of co-operation and getting together, or harmony between business rivals, of tolerance of conflicting views. The organization must not expect that its results can be wholly measured in terms of dollars and cents. It must work for social happiness and welfare of the people and for service to all interests in the community.

A good many business men's organizations have failed to accomplish much because they looked to commercial profit alone. If their money making enterprises happened to fall down, they had accomplished nothing for civic advance, and the people would feel that their efforts had been fruitless.

A broad and modern business man's movement will make civic advance and human welfare its first objective. When it attains that, business gains will follow as a necessary incident. That is the kind of idea which the men of this city hold in view in such an organization as the chamber of commerce.

It is one of the calamities of war that the troubles that develop in its wake often prove worse than those caused by fighting. The reconstruction period following the civil war produced evil far greater than those that flowed from the original conflict. War sets loose violent passions, and these are not quelled when peace is signed. The worst aftermath of war is hatred. But a certain amount of it can be avoided. The convicted offender usually hates the court and the community that makes him pay the penalty of his misdeeds. So Germany may hate the nations that compel her to pay damages for her malicious destruction. If so, it can't be helped. Another aftermath of war is the spirit of force and violence. The strikers who try to get their way by holding up the business of the community, or the capitalists who seek to obtain unjust terms by starving out their workers, show the war spirit. When men learn that reason and fair debate win more than class conflict, then the aftermath of war will have proved only a passing phrase.

In England, long before women had the suffrage, they figured in politics. They pulled wires of personal and social influence to get political results. In this country women have rarely sought this power. But now that they have the ballot, some of them may seek the advancement of themselves and their friends through the social game and feminine charm. But the men who regard that as an excursion outside of woman's sphere, should be reminded that men have always been playing the same game. The fellow who gets elected because of his enthusiastic hand shaking, is as much of a peril as the pretty woman who gets her friends advanced by her coquettish ways.

The reason a rich man is never satisfied with the size of his fortune is not necessarily because he has acquired a kind of hop instinct, but rather because his knowledge of affairs and his breadth of vision have grown until he sees bigger and bigger things that he wishes to do; and his ambition to accomplish is always a few leaps ahead of his capital, says Fred Kelly in the Nation's Business. The richest men in the world are usually the heaviest borrowers, because they are in a position to see the most to be done. Hence any man setting out to get rich might as well recognize at the beginning, that from the very nature of things, he can never hope to feel that he has enough.

Stock Lakes With French Bullfrogs

(By Associated Press.)
PORTLAND, June 7.—Lakes and marshes of Oregon will be stocked before long with French bullfrogs, the legs of which are declared by gastronomic experts to be a delicacy.

A. E. Burgluff, state game warden, announced that he had received six dozen of the frogs from the Idaho state game commission. These six dozen will be protected by the game commission until they have multiplied sufficiently to begin stocking waters in the vicinity of Portland, and in other parts of the state.

Big Election Dance Tonight

The auxiliary to the American Legion will hold a big Election Jitney dance this evening at the Armory, dancing beginning at nine promptly. The Sunset orchestra has been secured to furnish the music, and a good time is in store for all. Legionnaires have donated their services to help the girls in putting over the dance, and floor committees have been arranged by them.

It is the plan of the band to come out early this morning, and give a short street concert, boosting for the auxiliary dance. The members of the band received their suits this morning, and will be "dotted" up for the affair this evening.

Eleven Banks to Get State Funds

Approximately 200 banks in the state have been designated by State Treasurer Hoff as depositories for state funds. Under the Oregon laws it is necessary for the state treasurer to designate the state depositories annually, the qualifications of the institutions being determined on statements of their financial condition filed with the treasury department on June 1. Portland leads the entire state with 18 of these depositories, while Albany and Medford with four each are second on the list. The following banks have been named in Douglas county: Drain State bank, Drain; First National bank, Gardiner; Glendale State bank, Glendale; E. G. Young & Company bank and the Commercial bank, Oakland; First Bank of Reedport; First State and Savings bank, the Empress Valley bank and Douglas National bank, Roseburg; First State bank, Sutherlin; Farmers Security bank, Yoncalla.

NOVEL CAMPING OUTFIT.

A clever and unique tourist camping outfit arrived here last night from Long Beach, Calif. The body of the car was large enough to contain two beds, wash stand, kitchenette, table, and all other conveniences of a modern home. The travelers expressed a joy in having with such equipment and declare "it's the only way to travel."

EDITOR ASHLAND TIDINGS SPEAKS OUT IN THE OPEN

Amid the underground rumblings of another daily newspaper to be started at Ashland the editor of the Daily Ashland Tidings has the following to say, which is applicable to most every small town daily in the state:

"Rex Lampman and father of Gold Hill, who, by the way are good newspaper men, have been in Ashland lately in an effort to organize a local stock company to start the second paper here. After interviewing a number of business men, they came to the conclusion that it would be better if they could organize a local company and buy the Tidings instead of starting another paper. We made them a price on the Tidings that would guarantee good returns to the investors.

"By forming a local corporation and purchasing this paper at the price offered the stock would pay a 26 per cent annual dividend. We guaranteed them, under as good management as had been exercised by the present owners, the Tidings would do that, and it will.

"That fact may prove misleading to some who are anxious to see another paper in the field. Some, not experienced in the newspaper game may figure that if one paper can be made to pay 26 per cent on the investment, two papers could be made to pay ten per cent on the investment, which would be a good annual dividend return. Very good if true, but such estimate is ridiculous.

"The Ashland field produces a certain newspaper revenue, one sufficient, indeed to pay good dividends on one newspaper, but yet not enough when divided, to pay the bare expenses of production for two newspapers. It costs \$75.00 per day to produce the Daily Tidings. To produce two such papers will cost \$150.00 per day. Whether there are one newspaper, or whether there are two, the total expense of production must be paid by the same patrons—Ashland subscribers and advertisers—or stand as a loss to the stockholders. In the first instance two newspapers would be a distinct burden to the advertisers. To cover the field they would need to use both papers instead of one at a large annual cost to them. We think, not justified by results. Therefore, economically, as a community enterprise to establish another newspaper here would be bad business. Certainly it would result in loss to the shareholders in both papers.

"A newspaper cannot be run to please everybody. The newspaper man who knows the business does not attempt such an impossibility. He simply prints the news, issues his editorial opinion and takes his chances. Often a subscriber becomes peeved at reading an article, stops the paper and administers a sound tongue lashing to the editor and in an hour two new subscribers are gained by the same article. That is newspaper fate the world over and the newspaper man of long experience knows it and does not worry.

"Another peculiarity about the newspaper game is this: In nearly every community two-thirds of the people think they know better how to run a newspaper than the editor and are ever free with their advice, not only as to what he shall print, but what he shall charge for and what shall be run free. To every editor it is a continual wonder why there are not more newspapers with so many persons in every community who think they are better editors and would prove more successful newspaper men than the particular one in charge of the local paper.

"Then, there are others who believe a newspaper with a \$30,000 income should produce a newspaper like the Oregonian, which has a million dollar income—they never stop to ask where the money would come from to produce it—but, at the same time kick because the paper charges for something they think should be published free. At best the average country newspaper gets poor support. Always if the editor will stand for it, the predominant disposition is to give the paid job printing to the job printer and the free advertising notices to the newspaper. A case in point is now at hand in Ashland. For the next three weeks the Bulgin revival will be on in Ashland. Those interested will load the columns of the local paper with FREE propaganda from day to day. At the same time sheet windows are filled with full sheet posters advertising the meetings, printed, God and Bulgin only knows where, but certainly not at

this printshop. That is one reason why the newspapers have to charge for so many things some people think should be run free. It costs \$75.00 a day to produce the Tidings. Incidentally, it may be interesting to know that about 40 cents of each dollar of revenue coming into The Tidings till comes from outside of Ashland. The total newspaper revenue produced from advertising and subscription which comes direct from Ashland people would lack some five thousand dollars a year of paying the cost of production.

"We are certain that some in Ashland are not satisfied with the Tidings under the present management. It would be strange were it not so. The man who can run a newspaper in any community continuously over a period of years without making a cent is a mere mollycoddle. He must be one who take no stand on anything and no hand in public affairs. To do nothing and say nothing effectively escapes criticism, but who wants to be a nunny? Certainly not us. We like an optimistic, forward-looking game and are willing to fight it out and take our chances.

M'Nary bill Looking Protection Fish Passed by Senate

News-Review Washington Bureau
WASHINGTON, June 7.—Senator McNary has changed his resolution for the protection of salmon and other edible fish. He made it a senate resolution rather than a joint resolution and as it stands now requests by the president to negotiate a treaty by which the Canadian and American governments can devise protection for salmon and other food fish beyond the three-mile limit.

When first read the resolution called for plans for protecting these fish within and without the territorial waters, but on objection of Senator Jones of Washington the word "within" was stricken out. In this form the resolution was passed and will go now to the president.

Apple Thinning to Be Demonstrated

Professor Clayton L. Long arrived last night from Corvallis and will hold a three-day thinning demonstration at the Hackett ranch at Garden Valley. All fruit men are urged to attend these apple thinning demonstrations which will be of great benefit to the fruit growers. Mr. Long states that he will answer the questions which puzzle the fruit growers: "Will thinning increase the size of the fruit? Will thinning increase the color of the fruit? Will thinning increase the value of the crop? Will thinning increase the vigor of the tree? Will thinning overcome alternate bearing?"

WEALTHY MEN VISIT HERE.

Jeese Winburn and Bert Mosen, new arrivals in Oregon who have made their home in Ashland, were visitors in Roseburg today for a short time, enroute to Portland where they will visit the Rose Festival. Mr. Winburn is a multimillionaire and recently removed from New York City to Ashland. Mr. Mosen is a well-known writer and his paragraphs are being syndicated in the larger papers of the United States. The two men have constructed a large log cabin with all modern conveniences in Ashland canyon and Mr. Mosen is "doing his writing" at that place. Mr. Winburn recently purchased the Austin hotel in Ashland.

AROUND THE TOWN

- Leaves for Arizona—Mrs. Howard left for Prescott, Ariz., this morning, where she will be with her son, who is not expected to live.
- Leave Tomorrow—Mr. and Mrs. O. D. McAllister will leave tomorrow for Portland in their machine, to enjoy a week at Portland, visiting with friends and enjoying the Festival.
- From Wilbur—Mr. Parker and Mrs. Mackey, of Wilbur, arrived in the city this morning to spend the day visiting at the home of Mr. and C. W. Grabbe.
- Return From Portland—Irvin Bruun, and son Junior, arrived home this morning from Portland where they have been spending the past few days visiting with Mr. Bruun's mother Mrs. S. Bruun.
- From Camas—W. L. Moore is spending several days in this city attending to important business matters.
- From Eugene—Ray E. Glass, of Eugene, spent the day in this city attending to important business matters.
- From Oakland—Mrs. Freeman of Oakland, spent the morning in this city attending to matters of shopping.
- In City Shopping—Mrs. Sam Smith and two daughters Greta and Leta, spent the day in the city shopping and visiting with friends.
- From Coquille—Mrs. Jay V. Carter is in this city from her home, to spend several weeks visiting with her parents at Camas Valley.

LUCKY STRIKE
cigarette

It's toasted

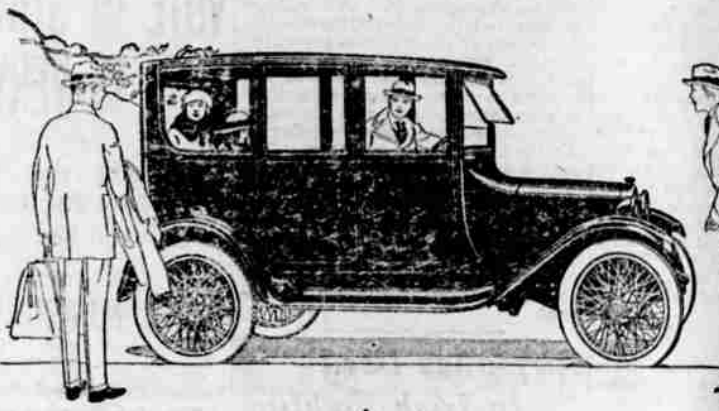
The American Tobacco Co.

DODGE BROTHERS
SEDAN

In the average home the Sedan has become so indispensable that the very thought of trying to do without it is viewed a hardship.

The gasoline consumption is unusually low
The tire mileage is unusual, light

J. O. NEWLAND
Roseburg, Oregon. Phone 458.



Picking Candidates Michigan Election
(By United Press.)
KALAMAZOO, Mich., June 7.—The third Michigan district was selecting candidates for Congress today, preparatory to the first test vote since the national elections last fall. The special election which will be held June 28 was necessitated by the recent suicide of Congressman Frank H. Frankhauser of Hillsdale, in a sanitarium at Battle Creek. He had never taken up active service because of illness.

The third district has always been overwhelmingly Republican but the Democrats were planning to make a hard fight. They had fewer candidates in the field than their opponents and hoped to make a good showing in the primary. The districts includes Kalamazoo, Calhoun, Hillsdale, Branch and Eaton counties.

The vote last November was 50,778 for Frankhauser, to 19,652 for Gordon L. Stewart, Democrat, and 675 for Truxton Talbot, Farmer-Labor.

Nomination on the Republican ticket was generally regarded as tantamount to election. Among the Republican candidates were J. M. C. Smith of Charlotte, congressman from 1910 to 1918 Elton R. Eaton, former managing editor of the Kalamazoo Gazette; Mrs. Helen Statter of Kalamazoo; Milo D. Campbell of Coldwater, and Arthur B. Williams and Mayor Charles C. Green of Battle Creek.

Not in years has the prospect for a strawberry market looked so dark for the producer, it is agreed of the largest produced in this section is conceded, but there is no indication that there will be more than an unsettled market for a small portion of the crop.

That property for sale, lease or rent can easily be disposed of in the classified advertising columns of the News-Review.

Saturday, June 25th
at 8:30 p.m.

We will give away, absolutely free one

Royal Vacuum Cleaner

To the person guessing the nearest correct weight of the dirt contained in the Glass Jar in our window, which was taken from a 12x16 Rug in one sweeping by a ROYAL CLEANER.

Stop at our store and fill in your guess on a registration card. No purchases required.

Make your guess now. Remember this Cleaner is to be given away ABSOLUTELY FREE.

Uhlig's Electric Store