

ROSEBURG NEWS-REVIEW

Issued Daily Except Sunday.

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SUBSCRIPTION RATES		
Daily, per year, by mail		\$4.00
Daily, six months, by mail		2.00
Daily, by carrier, per month		.50
Weekly News-Review, by mail, per year		2.00

Published at Roseburg, Oregon, at the post office at Roseburg, Oregon, under the Act of March 3, 1879.

ROSEBURG, OREGON, AUGUST 11, 1921.

THE VALUE OF INITIATIVE.

Many sales clerks never seem to make any move of their own to sell goods. They assume that if people want to buy anything they will ask for it. But others know that the prizes of life go to those who show go ahead spirit. The general rule is laid down, that when a customer has bought one or more things, the efficient clerk will ask if he does not want anything else. "Is there anything else today?" is the common stereotyped phrase. It has some value in suggesting wants that people may have forgotten. Yet it is indefinite, and has become hackneyed. Salespeople frequently find it helpful to call attention to some special article, in which they feel they have something of unusual value. It is always more effective to be definite in our appeals. One salesman for instance may say, "Don't you want one of these neckties? I call them mighty handsome." That is good, as it seems to show some interest and enthusiasm. But another salesman was heard the other day saying something like this: "Wouldn't you like one of this special lot of neckties? These are pure silk and they keep their luster. Also I wish you would note their firm texture. A quality like that will not wrinkle up the way most of them do." Positive, definite reasons like that should sell more stuff than the general line of talk. It seems more interesting and convincing to the customer and he feels that the store that shows this attention to detail will have a better line of goods.

The stores of Roseburg have a very happy gift of bringing the merits of their goods to the attention of the public, without any attempt to force them to buy, or pursue them officiously when they are merely inspecting the merchandise that is offered.

Crop prospects in general declined during the month of July, both in Oregon and over the United States as a whole, due mainly to dry, hot weather, according to a statement made by the United States department of agriculture. Eastern and middle states had some rain during the latter part of July, but not their normal precipitation except in a few instances. In Oregon there was practically no rainfall during the entire month of July, and spring planted crops showed a decided falling off in condition. Spring conditions were such that a considerable acreage of grain was sown later than is generally considered good practice. This late sown grain, together with late planted potatoes, has shown the greatest falling off in prospective production. Fall sown wheat, oats and rye, are fully up to the average production, and the hay crop is above average.

Evidence of a much more favorable road bond market was the sale of \$220,000 of Douglas county road bonds yesterday at a premium of \$250 by the county court. It was hardly thought the bonds could be disposed of at a premium at this time, but the fact that such offer was made is conclusive evidence that the financial market is loosening and investors are willing and anxious to place their money in sound securities. This state of affairs is very encouraging to all concerned.

Admitting that the prevailing weather permits a shortage of wearing apparel, midnight swimming parties, wherein the participants are robed only in nature's garb, and "protected" under the cover of darkness, opens up a new avenue of "sport" that is certainly not conducive to good morals. These carousals might be properly termed "fig leaf parties"—with the leaves unplucked.

It isn't reasonable for a barber to grow bald, a physician to become ill, an undertaker to die, nor a preacher to fall from grace; but a lot of them are unreasonable enough to do it.

A man may consider himself unfortunate in marriage until after a lapse of fifteen years he looks at the woman he might have married and didn't.

The small boy is now spending his spare moments figuring out how many days 'till "skule" opens.

"All things come to him who waits"—if he advertises while he waits.

AROUND THE TOWN

Here From Youcalia—

Commissioner R. W. Long of Youcalia is a business visitor in this city.

Here From Merlin—

Mr. and Mrs. C. J. Eld-n of Merlin are spending several days in the city attending to business matters.

Here From Winchester—

Mrs. Wayne Gillan spent the morning here attending to matters of shopping.

To Eugene—

Mrs. P. W. Kellington and daughter left by auto this morning for Eugene to spend several days visiting.

Oakland Visitors—

Mr. and Mrs. H. Carlson of Oakland are spending several days here on business.

Driving Truck—

Roy Howard has accepted a position with the Union Oil company and is driving a truck at the present time.

Roadsport Man Here—

Walter Walker, prominent resident from the vicinity of Hoquiam, is a business visitor to this city this week.

To Drain On Business—

Miss Agnes Pitchford left this morning by auto stage for Drain, war.

where she will spend several hours attending to business matters.

In On Business—

Reed Fate, prominent resident of Myrtle Creek, is spending several days here attending to various business matters.

In From Glendale—

J. B. Davis of Glendale is spending several days here attending to business matters. Mr. Davis is registered at the Grand hotel.

Former Roseburg Boy Here—

Harry Wilcox, formerly of Roseburg, but now employed at the Hotel Bartlett in Albany is home for a 12 days' vacation.

Here On Business—

S. C. Barrum and son Kenneth, are spending several days here attending to business matters. Mr. and Mrs. Barrum and family are now permanently located in Salem.

Returns From Crater Lake—

Mrs. S. K. Becker, daughter Mary, Edna Louisa, Carl Black and George Wilcox returned from a motor trip to Crater Lake and other points of interest. They report a most delightful trip. The trip was made in Carl Black's machine.

E. D. LEWIS, phone 467-R, residence 344 N. Pine St., does all kinds of odd jobs, housecleaning, hauling, or anything you want done.

The U. S. built 875 merchant ships of 2,941,845 gross tons during the war.

King Protects
Monkey Which
Killed His Son

WASHINGTON, Aug. 11.—(United Press.)—The monkey which bit King Alexander of Greece, causing the monarch's death, is alive and the pampered pet of royalty instead of picking in a surgeon's vat, as claimed, according to John Poulos, American Greek, just returned from Athens.

"My father is a palace official, and from him I learned the true story of the amian regicide," said Poulos.

Poulos said that the guilty monkey was a Weeping Capuchin. After it bit the king it was turned over to a court physician for observation.

"The monkey was a little round-headed, human-faced fellow, and except for a moody eye did not appear to be vicious," narrated Poulos.

"When the doctors called in consultation decided to kill the monkey to determine if it was suffering from rabies, King Alexander himself intervened and asked that the life of his pet be spared if possible. As the doctors were confident their diagnosis of the king's illness was correct, without further proof, and that he did not have rabies, Alexander's request was granted, although the world was told that the monkey was killed."

"Alexander died. Constantine returned. One day the rethroned king

asked of the fate of the monkey which had killed his son.

"He is caged in an unused room in the palace, sire," informed a retainer.

"I will see him," said the king. He went and gazed silently at the monkey. Maybe it was a flea on the monkey's head that made him raise his hand as though in salute to the king. Constantine thought not.

"The instrument of the gods," he muttered. "He shall live." Then turning to servants of the household Constantine ordered that the monkey be put in a more luxurious cage. He detailed a special servant to look after its wants and ordered that no harm should come to a single hair on its body."

At the Greek legation here it was said that the monkey assassin was dead.

YEA BO!
September Morn
Was only a hop, skip
And jump ahead of old
Dame Fashion at that.

Many men have quit smoking because it is getting too offensive.

HOY-SMOKING?
Latest reports from Wichita, Kansas, say that a certain editor there is still abiding in his bomb-proof dugout. The reporter wrote the item thus: "Miss Higgins after her graduation will devote some time to the study and cultivation of voice. She has given her friends much pleasure along that line in the past two years." And the inspired compositor spelled the last word in the first sentence without the "o."

DAUGHTER OF OMAR.
My wants are few, a one-piece bathing suit
Of knitted silk, fur trimmed or fringed, perhaps.
A pair of sandals laced with ribbons red,
The tidiest of scarlet rubber caps,
A vivid parasol to fend away
Too ardent sun and prying eyes from me,
When I was not alone, white sand, a rock,
It will not matter if there is no sea.

A five-pound box of chocolates, my case
Of perfumed cigarettes—"tis platinum,
And bears my monogram in diamonds,
Sapphires and emeralds—some chewing gum,
My golden lipstick, also set with gems,
Rubies and pearls—a tiny powder puff,
And every day a different young man
Beside me on the beach were joy enough.

—Minna Irving in the N. Y. Herald.

A Paris fashion expert says that corsets will soon be a thing of the past. If the women are going to keep on discarding things it won't be long until it won't cost a cent to outfit 'em.

The sultan of Zanzibar was accompanied on his vacation by his fifty wives, says a news item. It must have been a holiday vacation.

A New York woman says she is the happiest person in the world since killing a man. We're mighty glad that happiness is not always attained in the same way.

"Money, how I hate it," says the world's richest girl, Miss Bellora Angell, the possessor of \$10,000,000. Well, Bellora, if you hate the marmos so god darned much, just send a few phunks of it to our address.

It's the thought of marriage that keeps so many men in a state of bachelorhood.

Most of the getting close to winter—most of the circus bills have been removed from the store windows.

A well known Elk has discarded his red necktie and is wearing a bright purple skypec.

A light car of a well-known brand, and this is no Ford joke, tried to do a fox-trot with one of the police force's cement traffic posts yesterday eve and lost its equilibrium. After the equilibrium was located in a nearby gutter the car was able to navigate once more.

LAFE PERKINS SIZ:
"They oughter put a muzzle on some of these birds that eat corn on the ear."

Public Auction Sale

Car Load of Work
Horses and Mules

Just in from Highway work, will be sold to the highest bidder, at the S. P. STOCK YARDS at Roseburg, Oregon.

Saturday, Aug. 20, 1921

SALE STARTS AT 1:00 O'CLOCK SHARP.

This batch of horses consists of mares and geldings ranging in weight from 1200 lbs. to 1600 lbs. Ages from 5 to 12 years. All well broke, gentle and in good work order. Several matched teams, some well broke single horses, two good saddle horses, two large teams mules, four head of colts unbroke that will make good saddle horses.

If you are going to need a good horse or team come to this sale. This stock will be sold to the highest bidder regardless of price.

TERMS OF SALE—Sums under \$30, cash. Sums over \$30, three months time on bankable notes.

A. MILLER, Owner CAL. EATON, Auct.

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Of knitted silk, fur trimmed or fringed, perhaps.
A pair of sandals laced with ribbons red,
The tidiest of scarlet rubber caps,
A vivid parasol to fend away
Too ardent sun and prying eyes from me,
When I was not alone, white sand, a rock,
It will not matter if there is no sea.

A five-pound box of chocolates, my case
Of perfumed cigarettes—"tis platinum,
And bears my monogram in diamonds,
Sapphires and emeralds—some chewing gum,
My golden lipstick, also set with gems,
Rubies and pearls—a tiny powder puff,
And every day a different young man
Beside me on the beach were joy enough.

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what? And they would go home and tell their wives about it.

In the evenings the people sit out in the parks. No they do NOT take off their coats. They tilt their hats just a wee bit to the backs of their heads, under their top vest buttons, and think they are being delightfully daring.

Until I came to America I had never seen a man ride in a railway train without his coat.

If a few well-known men set the example of taking off their coats in English trains, everybody would do it. As it is, such things are "not done." Probably the only offices in London today where people work in their shirt sleeves are the newspaper offices. There they do it in winter and summer alike.

So British journalists is any good unless he works in his shirt sleeves. That's a tradition dating back some 20 odd years. I fancy Mark Twain said that.

Just now it's about 4 o'clock in London and mothers and daughters and best girls and their best boys will all be making for Selfridge's store on Oxford street to get an "American ice cream soda."

Selfridge's is the only place in London where they can make a real sundae, and going to Selfridge's in the "heat wave" is an event—things date back from the last visit to that emporium.

"Let me see," mother will say, "when did Jack come home?"

Oh, yes, of course, the fifteenth. Just the day after that ice cream we had at Selfridge's."

Of course to Londoners, what we all a cool day seems like a furnace. They never get what we are having now. Still that does not prevent thousands of perfectly good Englishmen mopping their perfectly dry brows and growling on omnibus tops and in tube trains against the "awful" heat.

There are no such things as Palm Beach suits in England. People wear slightly thinner clothes in summer—thats all. Why if a man were to stroll past the Ritz hotel in a white Palm Beach, or walk up Bond street at noon in a mohair suit he would have a procession in his wake in less than no time. "Good Lord," people would say: "Just look at that fellow. Must be mad—

Myrtle Point Visitor—
W. A. Warner, resident of Myrtle Point, is spending a few days here attending to business matters.

Here From Wilbur—
Mrs. G. W. Short of Wilbur spent the morning here attending to matters of shopping.

Move To Portland—
Mr. and Mrs. Henry Ydette left last evening for Portland where they will make their future home. Mr. Ydette has been employed as dis-

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Your Best
Salesman

The test of salesmanship comes when orders lag and you have to go out after business. Then is the time to look to your best salesman to keep up your volume of trade. Then is the time you are glad when your telephone rings.

It means business coming to you, when the operator says "Long Distance is calling you."

Meet your customers over long distance, encourage them to call you when occasion requires it. Long Distance is your best salesman and results obtained from its use will be gratifying.

Ask for Pacific Long Distance.

The Pacific Telephone and Telegraph Co.

C. J. BREIER & CO.

A CHAIN STORE

ROSEBURG, OREGON

Some New Prices!

Ladies' unions, fine balb., all styles	.....	50c
Ladies' vests, fine grade balb.	.....	25c
Ladies' pure silk hose	.....	\$1.25
Ladies' fine lisle hose	.....	45c
Ladies' cotton hose, black and white	.....	15c
Ladies' fancy muslin nightgowns	.....	\$1.50
Ladies' silk skirts, broken lot, REDUCED.	.....	.....
Children's fancy gingham dresses, all sizes	.....	\$1.50 to \$1.65
Ladies' canvas Oxford and pumps, per pair	.....	\$2.50
Ladies' "SEA ISLAND" pumps and ties	.....	\$3.50
Ladies' patent pumps, welt	.....	\$3.50
Ladies' kid pumps, high heel, welt	.....	\$4.50
Infant shoes, large assortment at new prices.	.....	.....
Children's heavy scuffs	.....	\$2.65
Boys' heavy weight overalls, all sizes	.....	85c and 95c
Men's golf shirts, good patterns	.....	.....
Men's golf shirts, silk mixtures	.....	\$2.95 to \$3.95
Men's dress shoes, conservative lasts welts, black and brown	.....	\$3.95 to \$4.95
Boys' outing shoes	.....	.....
Men's STYLEPLUS Suits	.....	\$32.50 to \$35.00
Men's Athletic unions, elastic back	.....	75c
Men's balb. unions, short sleeves	.....	\$1.00

Just Arrived—Fine Assortment of
Ladies' Silk Umbrellas

patcher in the local S. P. office, and recently received a transfer to Portland.

Here From Coquille—

V. R. Wilson, resident of Coquille, spent yesterday here attending to important business matters.

Returns From Camping Trip—

Mr. and Mrs. R. D. Williams and Mr. and Mrs. Benjamin Davis returned last evening from a camping trip where they have been enjoying a

ten days' outing. A most delightful time was reported.

To Glendale—
Mrs. W. A. Glenn left for Glendale this morning, where she will spend a week or ten days visiting with Mr. and Mrs. J. H. Whitehead, who are camping in that vicinity.

Goodyear Tire Service, for Garage.

CLASSIFIED COLUMN

ALL NEW CLASSIFIED ADVERTISEMENTS WILL BE FOUND ON LAST PAGE UNDER HEADING "NEW TODAY."

WANTED.

WANTED—Some good milk cows. Now. M. Judd.

WANTED—Sewing. Call at 915 So. Main.

WANTED—School teacher at Drew, Ore. D. L. Hickey, Clerk.

WANTED—Wood sawing. Call E. Rhodes, 206-Y, for prompt service.

WANTED—A good cow giving not less than 4 gal. a day. Phone 260-R.

WANTED—Turkey large or small. Phone 14-F-11. Boyer Bros.

WANTED—Wheat and barley. Farm Bureau Co-operative Exchange.

WANTED—Dressmaking of all kinds. Phone 187-R. Mrs. Guthridge.

WANTED—Man with family to work in prune harvest. L. M. Montgomery, Davis Creek, Oregon.

WANTED—A lady for doing work in the halls. Umpqua Hotel. Apply to head housekeeper.

WANTED TO RENT—Private garage. Also 4-5 or 6 room plainly furnished house. Address C. D. A. News-Review.

WANTED—A good, modern 5-room house, close in. Unfurnished. One with garage preferred. Inquire at Bowman's Restaurant. Phone 266.

WANTED PARTNER—Man with few hundred dollars wants partner to put in like amount to purchase or start a business in or near Roseburg. Address P. P. care News-Review.

ROSEBURG MAN HAS PATENT—On all procedures that will be universal. Will bear fullest investigation. Good security will be given for moderate loan with interest. Address "Patent" care News-Review.

LABORERS, rock-men, teamsters and timber-men wanted for construction work on irrigation project near Medford, Oregon. Laborers wages three dollars for eight hours, less one dollar for board. Other wages in proportion. Can also use stationmen. Route 11, Valley Canal Co.

BULL, for service at the Deer Creek Sales Stable.

FOR TRADE—Farm in Montana for property in or near Roseburg or Myrtle Creek. Address "Farm," News-Review.

J. T. GOLDTHWAITE, repairing typewriters and adding machines. At Clifton Hotel 2 days, 20 years experience. Work guaranteed.

LOST AND FOUND.

FOUND—Bar ring. Owner may have same by calling at this office and paying for adv.

FOUND—Roll of blue prints. Owner may have same by calling at this office and paying for adv.

LOST—Black hat with chauffeur's badge. Finder return to French Transfer office.

LOST—Small black traveling bag between Wilbur and Roseburg. Tuesday, Aug. 2. Finder leave at this office to notify Mrs. Lynn Creason.

LOST—STRAYED OR STOLEN—One 1 year old white horse. Weight about 1200. Very black built. With heavy mane and tail. Pure white with pink nose. L. E. Yoder, Koller, Oregon.

FOR RENT.

FOR RENT—Sleeping room. Inquire at Hat Shop.

FOR RENT—Furnished apartment. Call 257-Y.

FOR RENT—2 furnished houses. Phone 1-2-2.

FOR RENT—Furnished apartments. 112 Broadway St. Phone 227-Y.

FOR RENT—Safety deposit boxes. Roseburg National Bank.

FOR RENT—Nicely furnished rooms. 213 So. Stephens. Phone 225-J.

WILL RENT 17 acres of fine level land on 1-3 shares. M. Guder, West Roseburg. Phone 1-3.