

ROSEBURG NEWS-REVIEW

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ROSEBURG, OREGON, NOVEMBER 16, 1921.

GETTING AFTER BUSINESS.

The maker of a popular staple said the other day that while times are still some distance from normal, yet he has found for the past year that those that really went after business are getting it. He felt that the consumption of the public had not fallen off as much as many people have thought, and that plenty of goods can be sold if the sellers make a little more effort than usual. Consequently his firm has been spending a lot of money to push their goods and were getting results. For manufacturing concerns a great deal depends on the kind of work the traveling salesman do. During the flush times, orders came so easily that the salesman degenerated into a kind of animated order taking machine. He walked up to the business office with a confident air, knowing that he had only to show himself, and the orders would flow in faster than his firm could deliver them. It was comfortable work for sales forces, but it got them into easy going habits. Similar conditions exist in retail salesmanship. The store clerk in these times needs not merely to stand behind a counter and quote prices. He should make a study of his merchandise, so that he can give intelligent suggestions and advice to people looking for the most dependable goods. A crust of conservatism now holds back a great business revival. While prudence is good, yet too much of it creates a jerky trade, in which periods of dullness are succeeded by a rush of everyone to buy at once, resulting in higher prices. A steady trade can be promoted by a steady pull for sales. The business is there for those who go for it systematically.

The women of Pendleton, Oregon, have set an example which women everywhere can follow with profit, according to an article by Anne Shannon Monroe which appears in November Good Housekeeping. The article describes the efforts of the women in this town of some 7500 inhabitants to secure a public library for their own use as well as the neighboring towns. Against almost insurmountable obstacles these women battled, first, against the ranchers who felt they were already being taxed to the limit; then against the Oregon state library law, which restricted the taxing privilege for buildings to counties having 50,000 population or over; then, against an old-fashioned trustee of the Sturgis Fund; against the lack of funds; against general ill-will. The library is a success and has now over 20,000 volumes, together with a fund which permits the steady accumulation of new books and periodicals. Circulation of books in the homes of the county of Umatilla now totals 65,000 annually.

The proposed 1925 world's fair hinges on the election to be held at Portland next Saturday. If the metropolis of the state elects that the big event is to be staged, there is little likelihood of material opposition throughout the state. On the contrary, if the voters defeat the measure, the whole affair is a dead issue. Indications at present point to a decided victory in favor of the fair, regardless of the opposition developed at a late hour.

Prune Pickin's

By Bert G. Bates

GOOD EVENING FOLKS—

"Custard Pie" Arbuckle is trying to prove that he was only drinking sarsaparilla on Labor Day, that he never left the lobby of the St. Francis hotel during the evening, that "the best dressed woman in the movies" was completely dressed the entire evening and that if she did die her death was caused by the contraction of scarlet fever when she was an infant.

After the dance a woman goes home to put on more clothes to go to bed.

Ye ed. of Prune Pickin's this a. m. rec'd a letter from one of our readers in which the finale of the species sports off for three lengthy pages. One paragraph is as follows: "I always thought that it would be nice to have a movie star for a husband—but a common every-day man may not make as much as a cinema star but you can better life he's more dependable."

"This is the bunk," said the sailor, as he climbed into his hammock.

Even during hard times, sensible, industrious people seem to do pretty well.

THE PARSON CALLS A BULLY.

In a little town in the Blue Ridge mountains of Virginia, a minister had been conducting revival services. The toughest character in town had been alluded to, and he resented it. He attended the next meeting, and at the beginning of the service he arose and informed the parson of his intention of converting him into mince meat. The minister asked permission to pray before the carnage began, to which the bully assented. "Oh Lord," he petitioned, "Thou knowest that when I cut the heart out of Jonathan Miles and strewed the ground with the brains of Jacob Miller, I did it in great agony of soul. And likewise Thou knowest that it was in a fit of righteous wrath that I seized a bench and slammed the everlasting life out of that infidel Levi Brodies at Pea Ridge last Monday, a week ago. And now, O Lord, have mercy upon this victim who cometh like a lamb to the slaughter." Then, snatching on his hands, he seized a stool by one leg, whirled it around his head a few times, and marched boldly down the aisle, singing, "Hark, from the tomb a dismal sound," but the bloodthirsty bully was nowhere to be found.

Among the things you read about but never see is the crease in a fat man's trousers.

We stand behind the girls. Even when they do get 'em twisted, we imagine one good turn deserves another. Besides, were you among us who have mastered Einstein, you'd understand that all seams are relatively straight. To make sure, however, we recommend the latest Paris advice—thus: Take a mirror, 18 by 30 in., stand it on the floor in front of a chiffoier. Lie prostrate on the floor, the axis of the body perpendicular to the surface of the mirror, with the head toward the same. Raise the feet, bending the knees, until the lower portion of the legs is at a right angle to the floor. Then raise the head until you have a perfect view of both seams.

To avoid unkind criticism, ye ed. of Prune Pickin's, who has made a life-long study of the subject, would advise that you say nothing, do nothing, and be nothing.

Disrespect is bound to be a success as long as the peace dove is not disturbed.

Swedish massage is better on salads than on girls, but it is hard to convince an overseas soldier to that effect.

Another thing we have yet the pleasure to see is a woman sweeping up cigar ashes from the rug, sniffling like the lady in the vacuum cleaner ads.

We notice that a party of young ladies are planning to stage a sheet and pillow slip party. It'll be all right as long as the pillow doesn't slip.

We used to read the warning, "Don't blow out the gas." Now Dave Shambrook tells us "Don't step on the gas."

We notice in today's paper where the turkey price for Thanksgiving will not exceed 45 cents per pound. Isn't that cheerful? It would be more cheerful to us if the price had been boosted to 70 cents per lb., and then we could eat our Thanksgiving chicken dinner and complacently ponder on the amount we saved.

Yesterday p. m. a feller pumped some shotgun lead into another feller on the Columbia sloop. A feller ain't got much chance of dodgin' shotgun shot, has he?

Send in your order for Prune Pickin's Winter Annual before the rails become congested with the Xmas mail.

LAFE PERKINS SEZ:

"A joke ain't a joke unless the feller you tell it to, laughs."

BUILD ON EASY TERMS.

Now is your chance to build your home on the easy payment plan. I will furnish the lot and build your house on small monthly payments. Phone 284-Y. F. A. BOWEN.

Just arrived, ladies' low-heeled shoes. What you have been waiting for. Stephens.

SAP AND SALT
BY Bert Moses

Copyright 1916 by Bert Moses and published in the News, Oakland, Oregon.

① Almost any man prefers being great to being good.

② Find out how people spend their time, and you can size them up for what they are.

③ Those who brag a lot about themselves are usually confirmed liars.

④ The highest human duty is to reduce the visible supply of ignorance.

⑤ The distinguishing feature of present-day literature is the absence of thought.

⑥ There wouldn't be much for the doctors to do if people gave as much thought to health as they do to "fun".

HEZ HECK SAYS:
"Education consists in callin' bellyache 'gastritis'."

College Announces Farmers Week

To offer Oregon farmers a chance to get the latest authentic information on farm practice at its best as determined by experiment station investigations to date, the Oregon Agricultural college will hold an annual farmers week Dec. 26-31, and seven short courses in some phases of farming. The short courses will be run as follows:

Two weeks in fruit and vegetable growing, Dec. 5 to 17. Instruction and demonstration in pruning and spraying, in fruit varieties and viticulture, and special work in methods of truck and garden farming, will be offered.

Four weeks in bee-keeping, Jan. 30-Feb. 25. Now offered for the first time, a special course in helping Oregon beekeepers eliminate a \$50,000 annual loss from bee diseases. How much of the loss is due to poor swarm control, poor wintering, poor queens and other items of management is hard to estimate. Selecting location and equipment, control of diseases, rearing the queen, comb and extracted honey production, will get special emphasis.

Eleven weeks in tractor mechanics, Jan. 2-March 18. The course deals with technical as well as practical farm power. It includes tractor operation, overhauling farm equipment, with special work on motors and tractors.

Eleven weeks in dairy manufacture, Jan. 2-March 18. The course gives dairy manufacturers now in the business further training in modern methods and technique of butter-making, cheese-making and ice cream-making, with other phases of creamery management. Each phase will

be in charge of a skilled specialist. Two weeks in grain grading, Jan. 9-21. The work meets the demand of farmers, dealers, elevator and warehouse men for inspection work. History of inspection and grain grading, development of standards, taking samples, testing for moisture, dockage and smut, with grades of various crops along with mixing, blending and storage, will be considered.

Five months with the dairy herdsmen, Jan. 2-June 10. Only ten members can be accommodated in this course which is designed to fit students for work of herdsmen. Each member will be assigned five cows to care for during the period, the care of a number of calves, and other dairy work under the direction of an instructor. Special work will be given in judging, testing, pedigreeing, fitting dairy cattle for the show, breeding, and herd management. Eleven weeks in general agriculture, Jan. 2-March 18. This will be the course for the general farmer and diversified farm manager. Diseases of farm livestock, practical farm management, farm accounts, business management or poultry keeping, farm mechanics, farm dairying, feeding and managing the herd, crop and garden management and vegetable gardening, will be featured. Students may make up a schedule from two second college-term work.

Contrary to the usual practice home-makers-conferences will not be conducted in connection with farmers week but will have a special late, the week beginning March 20.

BREATHE IN HEALTH.

That cough or cold in the head can be ended easily by Hyomel. No stomach dosing. Breathe it through the nose and mouth. Money back if it fails. W. F. Chapman.

HATS HATS HATS

50c on the \$1.00

50c on the \$1.00

50c on the \$1.00

We are Telling You Don't Wait! They Won't Last Long

Long ago such values were heard of—ancient history. Well, here is where history repeats itself on hats. 50c takes away a regular hat.

Classy Soft Felts at \$2.35

Then there are Barcelonas, made in Italy; Beavers of all styles; quality hats, and the famous Pendleton, sold anywhere at \$12.00 to \$25.00; \$6.85 is our price on this hat sale.

REMEMBER

we bought these hats 50c on the \$1.00. No one telling you—our window display tells the tale. Don't wait and be disappointed.

THEY WON'T LAST LONG

Harth's Toggery

We Want Your Turkeys

HIGHEST PRICE PAID ANY QUANTITY

Be Sure and See Us

BEFORE YOU SELL FRIDAY AND SATURDAY WILL BE TURKEY DAY.

Peoples Supply Co.

Let'er Rain
If you have one of our **GABARDINE** Rain Coats
You Will Enjoy It

Umbrellas at \$1.50 to \$5.50

Water Proof Cloth Hats

DLDS FOR MEN

MEN FOR DLDS

TURKEY DAY

Friday, November 18th.

Deliver your Turkeys for the Pool on Friday, November 18th. If you have not listed your Turkeys yet, see—

T. M. TOMLINSON, Myrtle Creek

D. H. LAMB at Yoncalla.

RILEY MORNINGSTAR at Drain

H. E. KRUGER, at Oakland

BERT ADAMS at Elkton

DAILY DEMONSTRATION

Of the almost forgotten art of how to save money.

Wholesale Price, F. O. B. Portland \$7 per Barrel, plus low rent, small profit, no credit, no delivery, no free advertising at your expense, equals **\$8.20** per Barrel on best Patent Flour.

Wholesale Price F. O. B. Portland \$7 per barrel, plus transfer, high rent, profit credit, delivery, demonstrations, and other free advertising, equals **\$9.20** per barrel on best Patent Flour.

We Guarantee Satisfaction on all our Flour.

Farm Bureau Cooperative Exchange

613 WINCHESTER STREET

ROSEBURG, OREGON

Look up at your ceilings

If the plaster is cracked, broken, unsafe or unsightly, it is time to Upsonize!

UPSONIZING is modernizing! It makes old rooms new and charming without the irritating mess, dirt and delay of re-plastering. Good wall board is everywhere recognized as the nearest perfect lining for walls and ceilings.

But there is a big difference in wall boards!

By actual test, Upson Board is nearly twice as stiff and strong as other wall boards, holding to the nails where weak boards might pull away.

UPSON-BOARD

The price has been reduced

Here is the approximate low cost of the Upson Board required for the ceiling of the average home room, excluding cost of labor and trim.	Size of room	Cost
	12 x 16 ft.	\$8.65
	12 x 12 "	6.50
	10 x 12 "	5.40
	7 x 8 "	2.55

Phone us today for samples and literature

Churchill Hardware Co.

Roseburg, Oregon.