PAGE TWO

ROSEBURG NEWS-REVIEW		
B. W. Bates	L. Wimberly	Hert G. Bate
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BOSEBURG, ORE GON. MARCH 9, 1922.

## TEACHING THE TRADE TO BUY AT HOME.

TEACHING THE TRADE TO BUY AT HOME. On account of the great slump in business in the past year, the business men of the town of Ottawa, Ohio, made an investiga-tion, and, by this investigation, found facts that caused them to open their eyes, says the National Retail Clothier. During three recent months they found that something near \$20,000 had been sent out of their little town in post office money orders for mer-chandise, 2500 money orders averaging \$8 each, representing this sum of money leaving the town of 3000 inhabitants. At the railroad ticket office it was found that approximately 34000 tickets had been sold to Lima, Ohio, a city of over 30,000 in-habitants and only 18 miles away. This, together with the mail order business and the automo-biles that go on shopping trips to the city of Lima, was estimated

This, together with the mail order business and the automo-biles that go on shopping trips to the city of Lima, was estimated to bring the total amount of money spent away from the home town at close to \$100,000 every three months, or nearly \$400,000 of the word "radical." per year.

This immense amount of money was slipping away from them day by day and to keep it at home meant an increase in business that was worth while looking after. They called a meeting of the business men of their little city to decide upon some course to take to stor this constant stream of outgring trade. A mid-week wales to stop this constant stream of outgoing trade. A mid-week sales day seemed to offer possibilities, at least it was worth trying. Del "Fognorn" Jewett appeared Every retailer in the town would offer as an inducement one or Every retailer in the town would offer as an inducement one or more bargains on that day each week. This, it was thought, would be quite an incentive, one that would bring the buying pub-before the high school student body in his brakeman's taxeto resterday before the high school student body in his brakeman's taxeto resterday before the high school student body

more bargains on that day each week. This, it was thought, would be quite an incentive, one that would bring the buying pub-lic to trade at home at the same time get the people into the stores and acquaint them with the buying possibilities at home. With this intention, thirty business firms organized a retail-ers' association to start a trade-at-home campaign. The first sales day was set, each business man advertised through his home paper and by printed bills his bargains offered for that day, and then awaited results. The morning of the first day's sale came. Every retailer was engret to know what would materialize. Before noon many of the advertisers ran out of the bargain articles had a big run, but there was an increase in the sales of goods that were not advertised as bar-gains. It was the biggest Tuesday in regard to sales during the year. year.

On this day one grocer sold over 400 pounds of coffee ; a hardware store 1000 pounds of nails; a meat market sold 300 pounds of lard before noon; another grocer reported selling 543 cans of peaches, with a limit of three cans to a customer, and was sold out at 1 o'clock. Three of the dry goods stores reported by far the best budges a bad pin it down. best business they had had on any Tuesday. Three clothing stores reported having sold more than double the amount of goods they had ever sold on any day except Saturday. Other business places also reported an exceptionally good business.

These sales have been repeated each week, and business has increased more than 50 per cent in 30 days.

These sales have done more than was hoped for in building up their business, and they will be continued indefinitely, for through them the people are learning to buy at home. And they are aiding greatly to build up home trade.

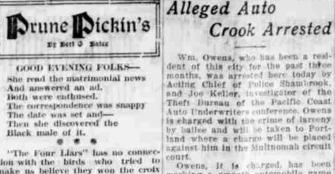
.... Howard are old friends of Mrs. Dysinger. ABOUND THE TOWN

### Here from Portland-\*\*\*\*\*\*\*\*\*\*\*

Now Improving— Mrs. Lowell Roach, who has been confined to her home for some time with has grippe, is now reported to be improving. Mrs. Dora Bolter arrived in this city from Portland last evening to spend several days here visiting with triends. Mrs. Bolter will visit with Mrs. U. Dysinger.

## Few days Here-

Mrs. Ralph Carr of Camas Valley is spending a few days in this city visiting with friends and looking aftor busness matters. of Mr. Dysinger, whose death occurr-ed in this city a few days ago.



the Umpqua March 15-16.

Seats Reserved

ROSEBURG NEWS-REVIEW, THURSDAY, MARCH 9, 1922.

The Four Liars" has no connection with the birds who tried to make as believe they won the croix de guerre in the battle of vin blanc. Ye ed, was husily engaged in a game of typewriter golf this a. m when one of our constituents troited into our sinctum and caused us to cease our labors for a moment. Leaning over o ur shoulder and with Leaning over o ur shoulder and with the usual practice, it is said, was

. . .

Very few people get what they earn. Now Prinstance—take the spring pote. Re ought a be killed. We wouder what the sweet young

\$5.00 puts a Royal cleaner in your

AIN'T IT SO? Blessings on the little dame, Bareback girl with knees of same; With thy rolled down woolen hose, And thy short, transparent clothes, With thy red lips, redder more, Smeared with lipstick from the store, With the makesim on the face. With the make-up on thy face, And thy bobbed hair's jannty grace, From my heart I give thee joy, Glad that I was born a boy.

Mrs. Ida Miller of Cottage Grove-arrived here this morning. Mrs. Mil-ler is an aunt of Mrs. W. L. Dysinger and will be here to atten diho funeral Missouri nameo ing. do the same thing.

# PRUNE ADVANCE MADE SALEM, March s .-- An ad-

vance of from 1 to 4 cents on grades of proper to being of prones is being made by the Oregon Growers' Cooper ative association this week. Th The attwo association this week. The advance on all grades follows: 29-300, 4 centre 36-35s, 35; cents: 10-40s, 3 cents: 40-50s, 2% cents; 50-60s, 2 cents; 40-50s, 2 cents; 50-60s, 2 cents; 69-70s, 1% cents; smaller sizes 1 cent. The prime attuation is show.

The prune situation is showing a great improvement, princi-pally in the east Almost all of the small holdings have been al-This has resulted in sorbed. an increase of 34 to 54 cent a pound en all grades. This has been influenced to some degree by the announcement recently of the withdrawal from the mar ently ket of all brands of the Califor-nia Prune & Apricot Growers' association. The outlook for dried prunes is promising and points to an early clean-up.

## \*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\* SPUDS SHIPPED BY MAIL

OAKLAND, Ore., March 8.-Half a ton of seed potatoes ar-rived here today by parcel post from a grower at Gresham, Ore, lars and immediately leave for new fields. The officers obtained a writ-ren statement from him, is which he confessed to several of the deals so They are consigned to Keith Kesterion, who lives on the Umpqua river about 14 miles from Oaliland. made. He is being held in the county jail until officers from Porliand arrive to take him to Multinomah county where he will be arraigned.

from Oakland. They were shipped in 20 sacks of 50 pounds each and will be delivered to Mr. Keater-woa's ranch by the Kellog-Elk-ton mail stage in installments. THE FOUR BIOGEST LIARS in because of the poor condition of part of the road.

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For R. H.S. Rooters Sewell, the two latter recruits, com-prise the other backstoppers who go to camp with the Indians. With Tris Speaker, Charley Jamie-

son and Joe Wood as regular out-fielders, backed up by Jack Graney, "Doe" Evans and Louis Guisto, who has twice proven a sensation on the coast, the indians are well taken Llars. care of so far as the gardens are 15-16. concerned.

Gardner, veters, Gardner, at third.

Indian Line-up to Duets, readings, Chinese fiddle, d phonograph. Christian church See Few Changes and phonograph. Christi Sunday night, March 12.

International News Service). DALLAS, Texas, March 9.—With hopes of another pennant under the leadership of Manager Tris Speaker beating strongly in their breasts, the advance guard of the Gleveland Indians is in training camp here. The advance guard will be joined in a few days by recruits until more than forty athletes will show their wares the server of the blessonied las

chances on

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With each ONE DOLLAR Purchase FRIDAY AND SATURDAY ONLY Our Big Sale is still going full blast.

Churchill Hardware G

Blooms and Dies

And thy bobbed hair's jaining grace, From my heart I give thee joy, Glad that I was born a boy. When we have stoppy streets much of the joy of home going is de-stroyed by the greeting: "Did you wipe your feet? I just finished mor-plug up the linolema." Despite the line-up when the words of the diarge number of re-runters up in last year's gruelling permat tace. Despite the large number of re-runters up in last year's gruelling permat tace. Despite the line-up when the words 'plug in the set words 'plug in the line-up when the words 'plug in the line-up when the words 'plug in the line up the indeption of the plug in the line-up when the words 'plug in the line-up when the words 'pl

Baby Boy Born—
Dr. Licetta A. Smith reports the birth of a laby son to Mr. and Mra.
Ed. Sindt of Mclose at their house on March Sth., Both mother and son are reported to be doing nicely.
ed in this city a few days ago.
Mineralized Rody Herc—
Considerable attention has been paid today to the mineralized haman body which is being shown at 410 Case struct in this city. Thus body

## Here from Portland-

Mr. and Mrs. L. T. Howard of Ab bany. Orsgon, are in this city to spend several days at the home of Mrs. W. L. Dysinger, Mr. and Mra. Radabaugh. Anetioneer, 550 N. Fine at the studie.

Arrives Here This Morning-

en March Sth., Both mother and son are reported to be doing sheety. Iff at Home— Le Le Mathews, a member of the police force, has been confined to his house which is being shown at 410 Case struct in this city. This body It is stated, was unearthed in Arl-nora mear Phendix, on the Salt River, having been preserved by salt from the overflow of the Salt river and hardened by slike, alkale and lime. It will be on display here for one weak with admission prices of 10 and 15 cents. and 15 cents.

Here from Portland-Russell Mines, formerly of this city but for the past several years of Portland, arrived here has night to spend several days in this city visit-ing with friends. Stemach fistress goes in five min-with W. F. Chapman gustantees Mi-O-Na to relieve indiscation or any stomach trouble, or money back.

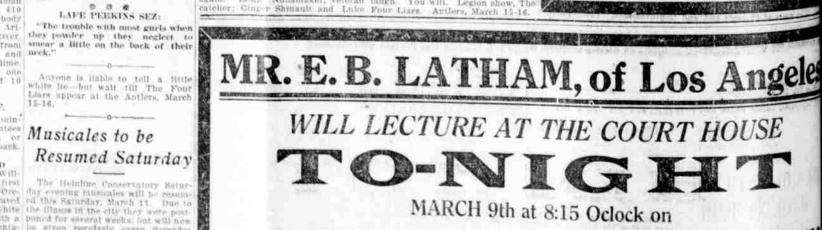
Russin him.

Anyone is liable to tell, a flittle white lie-but wait fill The Four Liars appear at the Antlers, March 15-16.

# Musicales to be

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Missouri named Hellser, who tried to do the same thing. When a main hasn't got anything close to do nowadays he starts out and gives a becture on 'The Truth About Russia,' and no matter what he same hobody is in a position to contradict him. LAFE PERKINS SEZ:



Come and hear this prominent Geologist and Petroleum Engineer discus the Wonderful Oil Opportunities right here at your back door. EVERYBODY INVITED