Pert G. Bater L. Whn berly SUBSCRIPTION BATES

BOSEBURG, ORR GON, MARCH 24, 1922.

MODERN METHODS OF PROMOTING BUSINESS.

The president of a business men's association located in Pennsylvania handed out some useful talk to business men of his city at a public meeting the other day. He was frank in telling merchants that it was up to them to wake up and use modern methods in promoting their business. Many of them, he said, had never advertised their business since he had lived in the town, visited this neck of the woods. and some of those that did advertise never changed their copy. He told the merchants that there was no good excuse for people's He told the merchants that there was no good excuse for people's the andience last night who witnessed to cheen the Shelk." The shelk." The chants were largely to blame. This line of talk would fit in most and rode a truck horse in a woncities and towns. Methods of promoting business have radically drous manner. changed during recent years. Any business that is worth enough for a live man to put his time into, is worth enough to advertise and it can be increased by advertising. The way to do business in search these times is to seek new patronage and thereby create a greatly increased volume of trade. You can add to the scope of any enterprise by soliciting business for it. If you ask for a subscription for any public cause which will benefit every citizen of the community, you will get precious little money merely by opening up the next winter see some place to receive it. But if you go around from door to door you can get the money. It is too expensive to keep solicitors for the crime news to the market page and are devoting column after colthe people feel so keenly the desire to make good bargains, that a me stars. We notice one story concerning the society folks who attended and the elaborate gowns were described to the stores that show their enterprise by making an effort to sell their goods. When volume of trade is built up in the Portland papers outdo us, so here goes a few society notes of our this way, then the cost of doing business per article is reduced, own village: and sales can be made at a very low price.

Anonymous letter writers probably imagine they are causing Anonymous letter writers probably imagine they are causing opportunity for visiting may have much misery to those who receive the letters, but usually they only been noticed, the street walk proved cause the recipients to laugh. Nobody needs to fear so abject a popular promenade between recis cause the recipients to laugh. Nobody needs to fear so abject a coward as an anonymous letter writer.

Well, now that we have got over the "hump" perhaps spring will arrive-in the due course of time.

The "dangerous" age for men is from the day they are born until they reach about 95 years.

AROUND THE TOWN

Highest class illustrated music,

Christian church, Sunday eve

and illustrated songs Friday night, and illustrated songs Sunday evo at

Best hats, best styles, best prices Millinery Dept. Bellows Store.

SPIRELLA CORSETS—Made to

See Judd's adv. and special wir

A big showing of Perrin gloves, a complete line of hosiery in all want-ed shades. Marksbury Co.

312 DEPARTMENT STORES

ROSEBURG, OREGON

Splendid House Dresses At Surprisingly Low Prices

There is a wealth of antisfaction experienced by the frugal woman to know that she has economically prepared for the future by providing her wardrobe with a number of really beautiful and serviceable porch and house dresses, We are helping her in her aspirations by presenting the famous L'Aiglon Gingham Dresses at only

\$2.89 \$3.89 \$4.89

At these three popular prices, which are surprisingly low for garments of such unquestionable service and beauty, no woman need deny herself the pleasure they give. They are made in a variety of models of an excellent quality of gingham in colorful shocks. The workmanship is of that painstaking kind that means so much to the way of wear-resistance.

Your Inspection Is Invited

DEVELOPMENT

DEVELOPMENT MEANS DIPROVEMENT. WE ARE IMPROV-ING OUR FACILITIES EVERY DAY FOR THE BETTERMENT OF SERVICE

We cannot grew faster than the surrounding country; though we have to keep far in advance of our present needs. Thus maintaining a larger investment than ordinarily required.

WE ARE PREPARED TO SERVE YOUR EVERY NEED AT A MOMENT'S NOTICE WITH ECONOMY TO YOU.

Douglas County Light & Water Co B. M. JENNINGS, Manager.



GOOD EVENING FOLKS-Weather Prophet Bell Has slipped us some Advance dope on The weather And we've decided To fix our awnings On the aforesaid dope Entered as second class matter May 17, 1920, at the post office at Rose-burg, Oregon, under the Act of March 2, 1878. To keep out

Tom McCarthy, who has the dis-tinction of never dabbling in city politics, dropped in our sanctum this m. just as this colymn was going press, and said that he heard the S. was going dry,

Quite a few local damsels were in

Ye ed. will hereafter sign no more petitions, documents, affidavits, search warrants, resolutions, et cetera. We have a hunch that the names and addresses on such docu-ments are forwarded to the mail or-der houses, and judging from the influx of catalogs this past week we're going to have enough stove wood for

The society of the village last night gathered in gorgeous array to witness a movie production and while the lack of boxes and better and gave opportunity for many to see and admire the attire of our towns

Among those who were noticed was Henry Harth in a smart tweed outfit with price tag still attached. Bob Kidd in latest cut-rate suit, fashioned over a pair of summer B.

V. D.s. Jimmy Watson, wearing shiny cel-

fuloid cellar and tie to match. Nate Fullerton with dress suit

pumps, slightly curved at heels, and showing signs of better days. Aaron Salzman in Woolworth Jew-

elry and suit bearing trademark of Roy Bellows in magician's dress

suit and a laugh up his sleeve.
Clay Darby in brocaded overalls with beaded buckles.

"Dad" Bowles attired in suit of hash brown and white shirt with hair to match.

Louie Retrenstein in tightly fitting In the Circuit Control of Smoking tobacco John D. Molarett. of same make. Fred Chapman in bella donna vest

of Paris Green,
George Culver in steel jacket with
an overdrape of Portland cement
with ten-penny nall ear-rings,
B. W. Bates with corn cob pipe
and sox of similar aroma,
Claude Crooker in China blue veivet transers, with charmonse spevet trousers with charmeuse sus-

Dre Mathews in smart riding tronsers with second lieutenant's

leggins.
Art Marsh in pumps with Cletrac fread and trousers with shine at-

Bernie Hyland with Zerolene perfume and reversible overcoat to comply with weather. Charles Lerry with derby and co-

army coat I., J. Barnes with bear fat on his

hair and hair tonic on his breath. Harry Pearce with shoes cured in harness oil and voice well inbricated Bill Warner with soup bespattered

vest shirt of orchid tone.

O. C. Baker with well-sharpened collar bearing ye ed.'s hundry mark.
Fred Jones in necktic of Taniac

rown and shirt of egg yellow. Bay Clark, dressed as a gentle-nan, and making attempt to act as

Guy Cordon with hair done straight, devoid of Jowelry except ring of Blackstone. Bill Whitpple arrived at the the-ater riding own blcycle and attired in mud-colored trousers of change-able has

APPROPRIATE.

"What do you call your prize n?" asked the friend. "Lay on, Macduff," replied the chicken fan.

EVERYBODY TO THEIR CHOICE. Says a news item:
"Peasants of those European

countries where black bread is eaten usually have exceptionally good Still we believe we would rather

have the white bread and trimmings over here and endure the trips to

TALKS WITH THE LOVELORN. Alice: No, we harrily would adrise you to marry a jealous man, and as

you would not want a man who was you would not want a man who was not jeakus of you, there's nothing to do but remain single. Harold: If you can't make a living for two then fall in love with a girl who has money coungh for two—or

Hright Eyes: No. absolutely not have think of marrying a "manus's baby boy" and then going to five with her. You would not be mama's

baby girl-not by a million miles and

HERE TOO.

The new year now is getting strong.

And, in case I should not cronk, All my resolutions broke.

"Breakem."

Ye ed. of Prane Pickin's gets a severe "roasting" in another colyum of this paper today for attempting to get a needy, hungry, despondent veteran of the world war a job at the Oregon State Soliters home.

Oregon State Soldiers home. And we plead guilty to the charge. But after this when one of the vets approach us in search of work we'll know which way to turn to avoid an

LAFE PERKINS SEZ: "The feller with an onion breath these days usually raises his own garden truck."

MINUTED THE TOWN

Arundel, piago tunet. Phone 189-L. Best hats, best styles, best prices

Paintess extraction of teeth at room 9, thursdie temple. Dr. Nerbas. S. J. Jones, of this city, spent to day at Canyonville looking after busi-

ness affairs. Use Can pooys Mineral Water on your table. Keep the ginger ale in the home.

J. M. Gross, a citizen of Canyon-ville, is a business visitor in this city, Mr. Gross is a guest at the hotel

Come in and see the new silk tricolette bloomers and Pongee bluations at Marksbury Co.

Mrs. W. C. Valentine of Myrtle Creek is spending a few days in this city attending to business matters and visiting friends.

The following are the guests registered at the Douglas hotel; E. H. Short, City; Paul V. Ellin, Sacra-mento; Mr. and Mrs. T. Hoenfelt, Montana; Mrs. Hoffmon, Montana; Chas, Duncan, City; and Miss Lydia

NOTICE OF HANKBUPTCY SALE, ates for the District of Oregon.

matter of Earl Q. Kidd, in ruptey,
e is hereby given that up to
lif the hour of 10 o'clock a m.
Ard day of April, 1922, scaled
if be received by the undertrustee for that certain bankstock of merchandles and fixin the Lawson Building in the
Stutherlin Bouglas County, forrunerly gened and used by Earl
i, a bankrupt in a pool hall and
lonery hundress by said banksaid building and now belong
the estate of said bankrupt. The
unkruptery stock has been duly
ed at the sum of \$758.88. All
unt be accommanied by a carti-

Trustee in Bankruptey.

complaint of the plagating you in against you in suff within six we of the first public was or if the same personally with sport, then within the service And it thereof the public against the complaint to will be complaint to will

the doubt for the red to companie, to well a favor and small suit, add at a second to second the small suit, and at a second to second to the small suit, and at a second to the small suit, and the second to second to second the small suit, and th

CAPULOTY TUENT OF

he service of the sum-it by publication there-ing all successive consillection, a least onetal queristica pole-sta, in the county of t Overson, publication, March 17.

last mublication; April 28, SKILASON & HIESLAND, Attorneys for Plaint (pe) files address, 104 Pla Perland, Oregon.

Taste is a matter of tobacco quality

We state it as our honest belief that the tobaccos used in Chesterfield are of finer quality (and hence of better taste) than in any other eigarette at the price.

Liggett & Myers Tobacco Co.



of Turkish and Domestic tobaccos-blended

Lower Prices 20 now 18c 10 now 9c (Two 10's-18c) · They Satisty

COMMENT STATE PRESS

ation in Oregon?

In Portland, for example, it is im-ossible to house the school children. Every proposition to provide money for buildings is voted down. Who is voting against the free public schools?

In this town there is the spectacle cheaply constructed portable schoolhouses, more flimsy in their structure than most country school-houses. They are built because mon-ey cannot be obtained for sufficient permanent buildings to shelter the children. They are built with the knowledge that they are temporary and that after a time they will go into the discard and become a part of the

enormous public waste.

A time will come when a disgusted people will realize that the most preclous thing in America is the free public school. Then they will ask themselves: "Why were all these flimsy buildings built at large cost only to be thrown away and be charg-to profit and loss?" And then they will ask themselves: "What have the common schools and the high schools

of Portland done to encounter this opposition and neglect?" Out at Pendleton, Wednesday, sev-eral speakers before the fax investigating commission attacked the pubschools. One said these are too any high schools in Umatilla coun-Another declared that too much

is taught in the public schools. Are the people of America heing overtaught? Twenty-four and sixtenths per cent of the draft men in tentila per cent of the graft men in America were liliterates. War statistics show that the intellectual level of the minds of America, reduced to an average, is that of a child of 12 to 13 years. It means that we are

Are the people "overlaught"? Are the reto many free schools? the tarpayer is in the minority and the tarpayer is in the tarpayer is in the minority and the tarpayer is in the minority and the tarpayer is in the minority and the tarpayer is in the

of head or chest are more easily treated externally with—

VICES
Over 17 Million Jan Used Yearly

WHAT IS GOING ON

Are there underground influences at work to undermine common school education and all other kinds of edu-sation in Oregon?

WHAT IS GOING ON

able to make their governments enduring. The wrecks of nations and the ruins of civilizations strewn all along the pathway of history are a were lauses and these out and enlarged upon magnification in original.

story of illiterate and ignorant peoples.

As soon as Washington, Jefferson mand the other Revolutionary patriots established a free government they established also a system of free education. Why? Because they realized that widely diffused education, hrought free to the people, was the only way to enable the newly created republic to survive.

But in Oregon, in the twentieth and enlarged upon mangifus also had a survive.

But in Oregon, in the twentieth and a sundant people was the out and abundant people.

But in Oregon, in the twentieth century, with the country suffering from radicalism and hysteria, with the struggle for the survival of white civilization coming on them.

civilization coming on, there is an and Pongee waisse Main assault all along the line on free education, from the common schools up.

It will be a good thing if the people of this state will stop and take stock of what is going on.—Portland Journal.

See the new erg states and Pongee waisse Main a

ARE THE PEOPLE READY

Readers of the Evening Observer he read with care the speech de-vered by I. N. Day, chairman of the tate tax investigating committee be ore the Union County Ad Club at ast Tuesday's luncheon must concede that Mr. Day put the facts up just as

The social democracy, such as we The social democracy, such as we have in Oreson, has brought the tremendous tax burden. It sounds fine to urge that every man shall make his own laws; that he shall no tonger trust anyone to represent him, but instead he shall vote on business measures. stead he shall vote on business measures and tax measures determining the course of state, school, highway, county and city expenditures. Yes, it does sound fine, but results are what count. Look at your tax notice today—that's the result.

Now, let us analyze the situation slightly. Instead of the voting power

to 13 years. It means that we are slightly, instead of the voting power conducting a stupendous system of being in the hands of the men and self-accordance with women who own property and there-minds which balancing the liliterates for pay the hurden of taxes, we are with the educated, are the minds of merely well informed children.

Are the people "overlaught"? Are who yo's pay taxes. In other words the inversor is in the interesting and the property and the inversor is in the interesting and the property and the property of the property of the property of the property and the property of the prope

when such representatives of the ple worked days and weeks for are of the commonwealth. ile they were thus working the rest of the people were in those days had men who would fight the

See the new eres is this !

SUCTION-FE SEPARATO

At Greatly Reduced Prin Douglas Co. Creat

OUR LOSS IS YOUR GAIN

We are discontinuing our Dry Goods Department and will offer until the are all gone, goods at less than the wholesale price

See a Few of Our Bargains on Display in the Windows Had just received a shipment of men's new style spring hats

and we are offering the regular

\$5.00 Hat for \$2.98 and the \$3.00 hat for \$1.98 All men's overalls to close out at 98c per pair. Men's work shirts 85c est Come early and take your choice. Sale will continue until all is sold

PEOPLES SUPPLY CO.