

ROSEBURG NEWS-REVIEW

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ROSEBURG, OREGON, APRIL 13, 1922.

THE SALESMAN'S SHARE IN REVIVAL.

A traveling salesman was giving an interesting picture the other day of the way in which he was working for prosperity. If all others did as well, there ought to be a very good business this summer.

"Here is the way I work in one day," he said. "I start out and travel perhaps 30 miles, and make half a dozen calls in one city. Then I travel another hour to the next town, and make as many calls. Then again I travel another hour, and make a lot more calls, and finally come home. When I get back I am so tired mentally and physically that I have not the energy to stir out of the house, even if a fine entertainment comes along."

He went on to speak of how competition is fiercer today than ever, and it takes more determination to sell goods, but it can be done. "Often," he said, "I will go through a town and not sell a dollar. A man is tempted under such conditions to lose his nerve. But I swing into the next city with a note of victory and achievement, and give an impression of hope and prosperity. Otherwise those customers of mine would get a touch of the blues and would not order a thing. It's a test of a man's morale, but those that keep this mental courage are selling the goods."

That is the spirit that brings success. Efficient sales work tends to remove the hesitation and over caution which exists in a period like this. Many traveling salesmen got into easy going habits during the long period of inflation, and it is hard for them to recover their former swift stride.

The sales forces of stores are a larger factor in the prosperity of this community. If they are wide awake, active, cheerful, personally interested in their customers, keeping their wits and brains working all the time to produce new trade, they are going to stimulate the trade of the city and do their share to promote an active business year in the country.

Advertisers who are taking advantage of the wide county circulation of the News-Review are enjoying a good, healthy spring business. If you want to "shake hands" with about ninety-thousands of the people of this county there is no surer or better way than to use the advertising columns of this paper. It reaches approximately 29,000 readers every day and no other daily paper in the state with a like circulation supplies its patrons with a lower rate per inch for advertising. There are lots of good papers that charge a higher rate with a less number of copies each issue. But this condition is exactly reversed by the News-Review—our customers get the big end of the advertising game and a service unequalled by any other city the size of Roseburg.

A prominent bonding company recently stated the belief that automobiles are the most important factor in inciting the wave of crime that has prevailed for the past two years. The problem of getting away from the scene of a crime has been made far easier by the speed with which the crooks can jump into a car and soon be far away. This is the penalty that civilization has to pay for its improvements. When you create a wonderful facility for the benefit of humanity, the rascals of the world immediately put it to work to help out their scoundrelism. But the answer is to beat them out with their own game. Equipping police forces with motorcycles which can usually overtake an automobile, must do a good deal to offset this advantage gained by the criminal element.

Roscoe "Fatty" Arbuckle has at last been acquitted of the charge of manslaughter in connection with the death of Virginia Rappe. The erstwhile movie star says he will "go with his wife for a long rest in the south," after which it is intimated he will return to pictures. Arbuckle may not have been guilty of the charges preferred against him in the eyes of the trial jury, but if he attempts to "come back" to the movie arena he will have no trouble to discover that he is a "dead Indian" in the eyes of his former millions of admirers. "Fatty" will have to look to other avenues of escape from the recent damaging notoriety attached to his career.

An aged man was found stone dead a few days ago in this vicinity with a bottle on his person highly perfumed with wood alcohol. No inquest should be necessary. Wood alcohol carries a death sting equal to the average brand of moonshine.

Oregon better start to advertising for spring weather. It cannot be expected that the spring poet can go on forever without contributing a few lines of choice verse to a beautiful spring.

We would like to see a man with the nerve to come forth with a spring hat on his dome.

Winter is now upon us—and the coal bin almost depleted.

We have Specials in our Groceteria Department
all the time but will have a few extra special Saturdays.
Spaghetti, good quality, 12 lbs. for \$1.00.
It will be higher with flour advancing.
Old Yankee Syrup, a fancy can, 4oz maple, large size \$1.50 per can; medium, \$1.00; small, 55c.
Be sure and look over our large stock before you make your purchases.
PEOPLES SUPPLY CO.

Prune Dickin's
Dr. Fred J. Bates
GOOD EVENING FOLKS—
The Portland ball team seems to be snowed under this season and ye ed. suggests that their scout drop down our way and sign up some local talent to strengthen their gang. Such as:
"Fan 'em out" Perkins,
"Whip 'em over" Reizenstein,
"Hit 'em" Pearce,
"Pinch hitter" Cannon,
"Burn 'em up" Hyland,
"Knock 'em dead" Ward,
"Bench warmer" Bruhn,
And a few others who have kept in condition by an occasional game of rummy.

In selecting eggs for coloring always be sure to pick a ripe one. If in doubt as to the correct age, crack 'em open and smell.
Aggie Pitchford, juvenile officer, is recovering slowly from the effects of a recent raid in which she participated. Her many friends are urging her to write her experiences as officer for publication in "Snappy Stories" and she may comply with their wishes in the event a suitable "non de plum" can be found.

County Judge Quine, Commissioners Ed Weaver and Bob Long have decided to improve the old courthouse. Miss Harriet Haldeman will be instructed to tie a bow of ribbon on the doorknobs of the offices. The ribbon will be donated by the officers of the Roseburg Ribbon-counter Clerks Association.

And now we have no kick coming—even tho we're not going to have a new courthouse. You'll have to admit that the ribbon stunt will keep our minds off the shell-holes in the courthouse yard.

Charley McElhinny, a local attorney-complexioned gent, insists that ye ed. take out a lot of life insurance on account of this slanderous column. Ye ed. wouldn't mind doubling our life insurance if our readers would pay the premiums.

Here is a singular incident showing how easy it is to mistranslate an overheard remark.
Said Mrs. A., one of the overhearers: "They must have been to the zoo, because I heard her mention a 'trained deer'."

Said Mrs. B.: "No, no. They were talking about going away and she said to him, 'Find out about the train, dear.'"

Said Mrs. C.: "I think you are both wrong. It seems to me they were discussing music, for she said, 'A trained ear' very distinctly."

A few minutes later the lady herself appeared and they told her of their disagreement.

"Well," she laughed, "that's certainly funny. You are poor guessers, all of you. The fact is, I'd been out to the country overnight and I was asking my husband if it rained here last evening."

After all, Brother Ziegfield is the first man to succeed in making money on his follies.

If you wish to avoid the annoyance of being pestered by your relatives, spend your money as you get it.

What's the matter with your wife? I can't get her attention.
"No use in trying now, Mrs. Naylor. She's got the bargain dope sheet."

Down in Atlanta Henry Ford was almost run down by a motorized vehicle. Probably the affectionate little thing was only trying to kiss papa.

The best kind of advertising.
Tries to please the feminine eye, Pa's is useful to being home the bacon.

But Ma says whose bacon to buy!
Explore's wife says her baby girl was safer in the African jungle than on Broadway. We ask who said Broadway was ever safe?

A nervous golfer has just described his performance on the green as "put and quake."

ANOTHER UPREAVAL.
Boytus kissibus sweet giriborum,
Giribus ikabus, wanta someorum,
Pepabus hearabus, ester pariorum,
Kikabus boyabus outa the dorum,
Nightabus darkabus, non lamporum,
Climabus fencabus,
Panabus torum.

—Hanschetat Hentecoppf.
Billy Bryan says he isn't disturbed by criticism from college professors who think they have descended from apes. We never saw a college professor swinging by his tail, but we have known some who are never likely to be elevated any other way.

"I roll my own," the pool shark said.
Quite the flapper, "It is to laugh. You roll your own with a little ball while I roll mine on the calf."

This buck they are passing with the bonus is the buck private.
"Take off your diamond earrings, mamma. The assessor is coming!"

GIVE HIM CREDIT.
Belle: "Pa, what's overhead expense?"
Pa: "Your ma's millinery bills, son."

It has just about gotten so in this

The Sport Crucible
By Davis J. Walsh
International News Service Sports Editor

Baseball Oracle Selects Giants, or Cards, Yanks to Win 1922 Flags

Winner of Freak Bets Says Connie Mack Should Run New York Americans.



Walking Johnnie Thompson

PREDICTION
ORANGE, Tex., April 13.—Put this down in your notebook as said today by "Walking Johnnie" Thompson, famed baseball "oracle":
"The 1922 National League flag will be won by the Giants or the Cardinals. The American League flag will go to the Yanks, but they'd be better off with Connie Mack or Pat Moran as a manager."
There you are! Act accordingly!

By KENT WATSON
(International News Service Staff Correspondent.)

ORANGE, Texas, April 13.—It's going to be a hard season for old man "Walking Johnnie" Thompson, baseball's most fanatical devotee, baseball's foremost "oracle."

"Pickings" are not going to be easy for "Walking Johnnie." Baseball fans hereabouts no longer are going to dispute his prophecies, and they're not going to lay any wagers that he is wrong.

In his ramble-shack of a houseboat, moored to the banks of the Salado river, at the rear of a livery stable, where he holds his audiences, the 35 year old deopeter has perhaps the oddest assortment of possessions of any man in America. In mute tribute to his unanny knowledge of baseball there in that little old houseboat are corncob pipes galore and socks, shoes, bats, tobacco, false teeth, crutches, walking canes, cigars just as much galore!

They're winnings from his wagers. Typically Texan, although a New Yorker, "Walking Johnnie," who talks only about baseball, shoots from the hip and never misses. When he makes a bet he wins.

Has Unanny Knowledge.
By a mysteriously unanny knowledge of baseball, Thompson has during the past nine years preyed upon the "bad judgment of his auditors" and annexed from those who thought him wrong a snug little fortune of necessities.

The New York Giants won the last National League pennant. The New York Yankees won the flag in the American, on March 16, 1921, several weeks before the season opened.

"Walking Johnnie" Thompson cast his die! His prediction, as carried in an international News Service exclusive dispatch, stated unequivocally that the Giants and Yanks would be the contenders for the championship. And he went further. He declared that Pittsburgh would finish second in the National and Cleveland second in the American.

That was nothing marvelous to the old-mad fans down here. They knew Thompson could be right, even though some of them hoped he'd be wrong.

The fires in all man Thompson's cooking stove long ago have been extinguished. He uses the matches to light his pipes, as he eats his meals in a restaurant. The meals are free—for life. The restaurateur bet against Thompson 'way back around 1907. Those who eat "hard cash" must have confections for dessert. Thompson gets his dessert from the confectioner, who thought "Walking Johnnie" was wrong.

Undertaker Pays Up.
The tombstone owned by Thompson—and which will be inscribed before many more years—was lost to "Walking Johnnie" by this town's most prominent undertaker. The undertaker will bury Thompson in a

country that we don't hear much about doomsday, but plenty about pay day.

FASHION NOTE.
Nightcaps now come down over the ears and do not go down the throat as formerly.

Only a few years ago people gazed in wonder at the first gas light. Now they gaze in wonder at the last gas bill.

When a little movie star with a future becomes entangled with a man with a past—well, that will do for the present.

When you take a stand for your rights be sure you do not stand on the other fellow's coons.

POEMS OF PASSION.
You're my cootie,
Sweet Patootie!

A Kentucky judge was caught in a booth at Newport. Probably trying a case of whisky.

LAFY PERKINS SIZ:
Lots of people are so durned stubborn they'll argue with the dictionary.

cemetery lot won from a realty dealer who disputed the baseball judgment of the "oracle."

"Walking Johnnie" is not a psychic! He disclaims being a mental telepathist. A deopeter is he called "oracle" because that appellation fits so very thoroughly.

In a poorly lighted room, foul with livery-stable odors, stuffy from lack of ventilation, this strange and decrepit old wonder studies statistics. There he studies the mental and physical makeup of ball players thousands of miles away, meeting them in his own mind and pondering over their playing capacities, present and future.

Strangely, "Walking Johnnie" Thompson has never seen a major league ball game! The nearest approach to that was when he witnessed a game between the Philadelphia Athletics, when Connie Mack's crew trained here, and the Houston (Texas League) club. Thompson came to Orange shortly after the Civil War. He was a member of a New York regiment during that conflict. His queer pom de plume he wears because he doesn't like automobiles.

BALL FANS' PITY FOR RUTH CALLED MISPLACED

His Suspension is Like That of Piercy, for Whom No Bail is Launched.

By DAVID J. WALSH
(International News Service Sports Editor.)

NEW YORK, April 13.—Certain public-spirited souls, who are informed, are wondering the length of Broadway armed to the store teeth with petitions to have Judge Landis think better of his decision in the Ruth case. They are wasting their time, although that is of slight moment. It is assumed that they have plenty of time to waste.

Long before this it has been reasonably well established that Babe Ruth will play no baseball in the American League until his suspension expires.

"The incident is clipped," says Landis and the remark is not prompted by an attitude of floated dignity, although Ruth gave him some reason to feel that way about it. At the time Ruth not only assumed an indifferent demeanor toward the commissioner when interested persons attempted to bring them together for a conference, but previously had essayed to embarrass him before a roomful of ball players.

Legal Mind Objects.
Landis' legal mind, however, declines to take these things into consideration. He merely regards Ruth as a law breaker, who knowingly transgressed against a baseball statute of doubtful value, a law breaker who carelessly jeopardized the interests of fellow players and the men who pay his salary.

It is with the more obscure players affected by the suspension that Landis feels the greatest sympathy. We talked with a baseball man close to the throne in Jacksonville, Fla., on this particular subject. The man's identity is withheld for obvious reason.

"Judge Landis," he informed us, "has received hundreds of letters from fans all over the country condemning him for the suspension of Ruth. Not one of them mentions the name of Bill Piercy, who in theory, at least, is entitled to as much consideration as any other player."

"They ignore Piercy."
"Yet they should for Ruth, who probably loses nothing by the suspension, and figure Piercy, who needs the money and certainly will get some of it."

It is for Piercy and the members of the Yankee team who depend upon Ruth to win ball games that Judge Landis entertains sincere sympathy. Ruth went out on that tour with his eyes wide open. He knew the law

Going East?
If so, have your ticket routed
Through California
"The Sunshine and Open Window Way"
A Choice of Routes
Convenient Schedules
Liberal Stopover Privileges
Through Sleeping Cars
Observation Cars
Dining Cars
Every part of the service contributes to the Traveler's Comfort.
Stop at San Francisco and Los Angeles, world famous and beautiful cities.
For further particulars, ask agents or write
Southern Pacific Lines
JOHN M. SCOTT, General Passenger Agent

FLOUR
FLAVO FLOUR, - \$1.50
PRIDE OF DOUGLAS, 100
FOR SALE BY ALL GROCERS, quality guaranteed by DOUGLAS COUNTY MILL.

We Tell You So
There are no "Set Speeches" in our Used Car Department. Every car has its own hi story, its own limitations and its own advantages. We tell you so—and even the tongue-tied buyer knows at once that he can count on expert treatment.
A Few of This Week's Offerings:
Maxwell Touring 1920 production.
Chevrolet Roadster Model 450, good mechanical condition. Price \$300.00.
Oldsmobile Speed Wagon 1920 model. Has had mechanical adjustment. Paint new. Tires very good. Price low.
Federal Truck Used 2000 miles, good as new. Price \$1500.
Studebaker Chassis Will make good bug. Price \$100.00.
Motorcycle With sidcar. Price \$275.00.
Dodge Brothers Touring 1916 production. Has had mechanical adjustments, paint and tires very good. Price low.
Dodge Brothers Roadster Looks like new and is as good as new. Price \$275.00.
Dodge Brothers Business Car Has been driven 1200 miles. Now and then all around. \$150.00.
Buick Six Original Buick. Has had mechanical adjustments. Has been driven 2000 miles.

J. O. Newland & Son
ROSEBURG, OREGON