### ROSEBURG NEWS-REVIEW

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### SEWING THE BUSINESS SEED.

Merchants of the older type sometimes used to think that if they had a good location on a popular business street, they could pened to be in the vicinity. get trade without much effort to solicit it. They would feel they would get a certain portion of those who passed their stand or were attracted by their window display. This theory assumes that people decide where they want to trade as the result of haphazard was grease," that's about as far as she influences, and influenced by the fact that one store may be a the middle of her speech with a tesshort distance nearer than another. That is not the way people immonial potato fritter. decide where they are going to trade. The average person does not visit the store that happens to be nearest him when he feels than Fiamee, but she never got marthe need to buy something. He usually knows in advance where ried either. he wants to go, as the result of impressions and ideas formed over a considerable period of time. The way to get his trade is to build up in his mind the idea that certain places are the best places to me trade in, and then the fact that certain other places have good locations and attractive window displays is not likely to shake his purpose. The quickest and surest way to create a conviction of that kind, is to keep up a campaign of advertising. One notice would say, "Ask ma." will not do it, but it takes constant hammering. If a person sees in a newspaper a constant succession of advertising indicating that a certain store is working hard to please the public,if special opportunities are constantly being called to public attention, he is going to get the impression that that store is a live place where he can get good values. He will pass by stores having an equally good location, and equally attractive window displays to reach the place that has impressed itself on his mind by its constant effort offers he ever made in his business to interest the people.

Every available room in the local hotels was occupied last evening at an early hour and tourists reaching the city later in With this state of affairs at practically the opening of the tourist season what will be the result a little later when these "knights of year that it is now when the same time of the the conflact park and secondary, Fig. 28. A. Very often, where such a transformer can be used, an ordinary spark-coll with the the road" come is doubled. the road" come in double the number now arriving? It looks like the hotel men of Roseburg might as well begin to plan right now to "top off" their present buildings by the addition of an extra story or two. There is no use trying to get around the fact that the year-round tourist trade is no longer to be considered a joke. It is now a realization and hundreds of visitors are taking advantage of the excellent hotel accommodations in this city-and it is necessary that the city's prestige in this way be maintained.

The Federated Patriotic Societies are in control of the republican county central committee of Multnomah county. They jumped in the saddle at a meeting of the committee yesterday and carried off the laurels of the day-completely eradicating the old line boys who have long been in control of Portland politics-thus creating considerable dissention among a great number of committeemen. The year 1922 looks like it has a lot of hard bumps for the republican party to ride and it will take considerable maneuvering on the part of the "wise heads" and big guns of the C. O. P. to guide the old ship safely to a well-protected port at the November election.

The local republican county central committee in session here yesterday flayed the primary election law in no uncertain tones. They went on record favoring the return to the convention system of nominating candidates for office. Doing away with the primary election law is one concrete way of reducing taxes. It is a needless expense to the taxpayers and as far as getting better results in the way of state and county government it is about the biggest farce ever written on our statute books. The law is certainly not worth the price that it costs to put it into effect.

The Brumfield murder case is in the limelight again. His case will be taken up by the supreme court at Salem June 23. It will be a good thing for the public generally when proper disposition is made of the notorious case and the details thereof for-

At the meeting of the local republican county central committee yesterday Dr. A. C. Seely was unanimously re-elected county chairman. This is excellent recognition for faithful service. "Doe" has made a mighty good and broad official for the local prince Charlis," just like an alarm

William Wrigley, Jr., made net profits of over four million dollars in gum last year, and says it was all due to advertising. That's something for the non-advertiser to chew awhile.—Eugene

It will be all right, Brother Bell, if you will just put the stopper in the water spout for over Sunday

As a result, the submared output for June has been boosted to lessed which is an increase of fitting over the present month, and, of course will some of the fact that the May agent which to see submitted output for which result is being made to build a sufficient which is an increase of fitting over the present month, and, of course will see the part of the fact that the May agent will show a substantial increase over the press.

WHITE DISHES SPECIAL

C. C. Cartier

C. C. Cartier

Output

C. C. Cartier

Output

Dishes special. ous blabest month.

FORD NEARS OUTPUT OF 5,000 A possible to mercuase production. Monday, May 16th, brought forth a

Desicts Call for 194,750 Cars, Trucks and Tractors for June.

Pord leafers in the United States for June.

Pord leafers in the United States for June.

Pord leafers in the United States for the day's work. This was an income of the day's work. This was an income of the day's work and little beautiful to the day's work and leafer of the day's work. This was an income of the United States for a total of 194,750 Ford On Max 18th, the six unimarity Pord on Max 18th, the six unimarity Pord inspression, may a statement for million cause of the line May 28th, the wax quite worked will not be uniformative or of the form of the first state flat every at the form of the state of the

A 40 piece set a felater, cops und eus highest month.

Ford seles have been constantly in creasing since the first of the year, the demand growing turing the past two months faster. In 3 has been harvest needs, at Carris.

## Drune Dickin's

By Bert & Siates

GOOD EVENING FOLKS We get an awful kick out of the old family albums and the following should supply you with a few giggles as a dessert for your supper:

That's a group picture of Aunt Fiames. She was one of the pretti-est girls in Montgomery county, but ran off with a bill-poster for one of those carnival shows. He decorated some of the most important fences in the whole United States, but Auntie discovered that he was already mar-ried and loved his wife when she hap-

⊕ 6 € Her sister Beezie was even prettier

Beezle had askma,

No, not asthma. I know what asthbecause everybodn in town had y. She had askma.

The young fellow would ask ma, who always put her carpet slipper on the entire proposition, and that naturally compelled the young man to take ome hate and coats and go nome.

By care,
Then her pop would come running

But all that talk is about as useless year that it is now when he thought he heard a robin singing and chang-ed from his red flannels to his bee-vedees.

Later on they discovered that the robin was a cuckoo and they engraved some beautiful prescriptions on her pop's tembstone.

Angue Browsdorf,

times and buried so many husbands that she had an epitaph on a rubber stamp. All she had to change was the inames and the dates. She thought that inscription on tomb stones was light summer reading, and no matter how hard she cried she always had enough presence of mind to flirt with the pall-bearers and try to be resident. bearers and try to be resigned to ultimate fate.

The trouble with our family was there were too many aunts and not enough uncles. When you live out on a farm you get lazy, and when it was cold none of the men would want to go out and chop the wond and get water from the pump. Pop used to say that writers could say all they wanted about the Great Outdoors, but give him the Great Indoors.

He toved his tinoleum alipper His loved his linoleum alippers and hig Morris chair, and would stay there all night with the lamplight streaming on his white beard, and looked almost ghastly in his dignity. Ma would be showing us how to wash dishes in the kitchen sink without get-

Well goodby. When you go out will you throw the doormat into the vestibule? You've got to be careful now adays with all the bank robberies.

LAFE PERKINS SEZ "The family album is better readin for young felks than Breezy Stories."

BLACK HOSE SPECIAL A fire noncorrised woman's hose, strictly figure, so a 55c special at Carry, I you want a surprise value, see these.

## THE HOME RADIO

How to Make and Use It

### XII. TRANSFORMERS

are in designed current to another such to a direct current, and are very useful and estelephony. There are many kinds of trans There are formers, but all built, or rather based upon the same princh ples, which is that of inductance, or the formation of a current in a coll of wire by the passage of another cur rent through coll near it. As induced currents are only produced when the magnetic field is charge the current duced by a transformer can only be secured by means of some mechanical device or by an alternating current. When the former is used the transformer comes a spark-cell or coffs) and the

induction-coll (see colls) and the toesns by which the primary current is afternately broken or interrupted is the buzzer or contact at of the iron core of the coll. an alternating current is run through the primary wires of a transformer no interrupter is required, as the mag-netic field changes each time the current rises and falls. There are two general types of transformers in one known as an "open-circuit trans-Beezie is still a spinster and ask, dinary sparking coil and consists of a is what did it. an iron core covered with two windings of wire known as the primary contact-breaker screwed down answers every purpose. The other type is known as the "closed-core former" and consists of a numb

iron plates or laminations in the form of a hollow square and which are wound on one side for the primary and on the opposite side for the secondary, Fig. 28, B. Although either one of these types may be made at home, yet it is not advisable to at-tempt it. In the first place, several thousand turns of secondary wire are required and it is a tedious and difficult matter to wind these on evenig and well. Moreover, the number of turns of primary and secondary wire must be very carefully proportioned and must be worked out on mathematical lines in order to secure the proper reactance or the tendency to resist the flow of the alternating cur-Finally, transformers are not rent. expensive and the cheapest are far more efficient and are better made than anything that you can make your-

## Summer School

B. V. D.

There were only fifty carriages in the triumphal procession to the cometary. They could have said more on the epitaphs, but it seemed to describe the situation exactly, and nematter what you say nobody believes it anyway.

His wife had been married so many times and buried so many husbands that she had an epitaph on a rubber stamp. All she had to chass. The Summer Normal School at

and third grades, to be supplied by State Normal; Miss Julia Norris, of State Normal school, Dillon, Mont., 4th, 5th, 6th; Principal L. L. Good-les, Monmouth high school, 7th and 8th eradouth 5th grades,
Physical education, Miss Grace

Sociology and school room prob-icms, George A. Briscoe, director.

The following will be present and deliver lectures during the summer session: President P. L. Campbell, University of Oregon, Professor Jes-se F. Brumbaugh, Oregon Agricultur-al college and Edwin T. Dags Over Critic teachers: Miss Wattenbarger, Ashland public schools: Miss Ether, Indiversity of Oregon: Professor Jeser, Ashland public schools: Miss EthUniversity of Oregon: Professor Jeser, Ashland public schools: Miss EthUniversity of Oregon: Professor Jeser, Ashland public schools: Ashland public schools: Professor Jeser, Ashland public schools: Professor Jeser, Ashland public schools: Professor Jeser, Brumbaugh, Oregon Agriculturschools: Professor Jeser, Ashland public schools: Professor Jeser, Ashla

## Safe Milk for INFANTS and INVALIDS



### Famous Fun Makers to Appear Vernon Stone and Electra Platt to Give Unique and Original Program at Chautauqua

Vernen Stone and Electra Platt, Prince and Princess of fun-makers, are branged two-rai translations and if this incomparable pair of humorists fail to evoke a laugh every minute, it will not be their fault. Between laughs they At representative of the Martial Life successful and the many of producing real master veral plane was they can do in the way of producing real master veral plane was used in Households Company of New York was a pupil of These Van Yerk, and afterwards was choir leader and solubly included for a suitable bleation have been offered that nothing territory and if a desirable plane or your can be found will move with his family to Roseburg.

# JUST COUNT THE

April and May Sales far exceeded sales in the responding months of 1920—the peak year for



June will be an even bigger month, because the sands of people are just awakening to the gray value offered by

The World's Lowest Priced **FULLY EQUIPPED** Automobile

\$675 f.o.b. Roseburg

Investigate the "Difference" Before You Buy

## GLENN H. TAYLOR

Phone 478 for Demonstration

A meeting of the public library community fair plan will a communities will be held tonight at of the topics at the meets of clock at the city hall for many other matters of end is purpose of discussing plans for portance will come up. All standarding the drive for funds. The

## Southern Oregon Gas (a

## Announces: To the People of Roseburg

that a first class gas and good service

surest, and quickest fuel that can be used. Fifty million people in the U. S. A. are using it exclusively for fuel and heat.

is at their disposal. Gas is the best,

From now until the 15th of June we will extend our mains 200 feet for a customer and run the service 40 ft. inside of the property line.

THOS. D. PETCH,

# CLOTHES



Cleaned and Pressed Right -and the Price is right

> Suits Pressed, - 75c Suits Cleaned & Pressed \$1.50

When Your Clothes are in our hands they are insured.

ROSEBURGES

Just Received a Car of Johns - Manville Rooting

direct from the factory at Milwaukee, and can give exceptions ues in the various grades both ready and built up-

L. W. METZGER

Contractor and Builder.