## Canned Goods for Hot Weather-

We want you to know we have some excellent food values pack-

Canned fruits, vegetables, soups, fish and meats at our usual low

## GROCETERIA—AND SAVE

## EVERYBODY'S EXCHANGE

The Northside Sunsnine club met gen, L. W. Ingles, W. W. Waters, Thursday at the home of Mrs. Less Homer Kronke, S. W. Starmer, R. D. Goodman on Winchester street. Attack the usual business meeting, a gootal homer was according to the control boars was according to the control boars was according to the control of the control boars was according to the control of the control of

cial hour was passed, and delicious refreshments were served by the livs all hers and it's all true. You housess. The members present were are sure to find it in the News-Re-Mesdames William Fisher, Ed Borview.

Many homes in Roseburg are being heated by this Oregon-made furnace, and every user is a booster. Burns coal or wood. Takes 24-inch wood, which fits oblong fire box, covers the complete grate, and will not hang up in fire pot, which means cheaper fuel and less trips to the basement to attend furnace. Will burn wood more economically with less attention and more satisfaction to user than naces in houses where arrangement makes a pipeless one impractical. Two substantial re-ductions since Feb. 1st.





329 N. Jackson.

any round fire pot made. We locate, install and guarantee these furnaces. Let us look at your house and give you an esti-mate. We can install pipe fur-



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This institution offers a thorough, practical, and standard education at a cost within reach of the high school graduate.

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For circulars of information and illustrated booklet write to THE REGISTRAR, OREGON, AGRICULTURAL COLLEGE, CORVALLIS, OREGON.

# **General Building Material**

CEMENT LATH SEWER PIPE

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Contractor and Builder.

### DEVELOPMENT

DEVELOPMENT MEANS IMPROVEMENT. WE ARE IMPROV-ING OUR FACILITIES EVERY DAY FOR THE BETTERMENT

We cannot grow 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 R. M. JENNINGS, Manager.

#### ভালভাতাৰ্বলৈ লেভাল্ডল্লাল্ডল্লাল্ডল্লাল্ডল্লাল্ডল্লাল্ডল্লাল্ডল্লাল্ডল্লাল্ডল্লাল্ডল্লাল্ডল্লাল্ডল্লাল্ডল্লাল্ Pear Crop to Be Short Growers Say

SALEM, July 21.—Three thousand five hundred tons—or 7,000,000 pounds of pears will be handled by Salem packers this season, local authorities estimated today. This year's pack-aid show an increase of about 500 ions over the amount handled last

Only about 1260 tons of this year's Only about 12est tons of this year spack will be grown in the vicinity of Salem, it was explained. The remainder will be shipped here from southern Oregon and Washington. Even with the prospective increase in tonnage, the crop will be far short, growers and

Despite the fact that prices for the growers may be somewhat less this year, the community may receive a larger return this season than last due to the increased yield. In 1921 the growers received about \$60 a ton, while this year they will, in all probability, be paid prices ranging from \$150 to \$60, it was said.

Although more

Although more pears will be taken from the trees this year than last, the crop will yet be short of normal. This is due to the fact that cold weather was experienced during the

About 220 tons of pears will be grown on the Wallace farm alone. This orchard of 50 acres yielded only about 160 last year.

#### NOTICE.

Anyone caught hunting on my premises will be prosecuted to the full extent of the law.

MRS. E. SCHROEDER.

### Coles Valley Saw Mill Changes Hands

A deal involving the sawmill and timber on what is known as the old Vinson place in Coles Valley, but of late years owned by Joelson Broth-ers, was closed yesterday, the Keith trs, was closed yesterday, the Ketta Lumber company becoming owners of the property. The new firm is composed of E. E. and A. A. Keith and C. M. Falk, formerly of Portland, all of them experienced sawmill men. They have taken charge of the mill, and contemplate enlarge the relation and doing a larger volume the relation and doing a larger volume the relation and doing a larger volume. ing the plant and doing a larger vol-ume of business. In addition to a large amount of fir timber, there is a lot of merchantable oak on the tract, and the new management will look after this part of the business.

#### NOTICE.

The Salvation Army would appreciate your east off clothing. Phone 379-R. Will call immediately. Mrs. Redifer in charge

#### STRIKEBREAKER ON STRIKE AT LA GRANDE

LA GRANDE, July 20.—Because the L.W. R. & N. is said to be profiteer-ing off the strikebreakers, one man uit Wednesday and reported prices quit Wednesday and reported prices charged in the storeroom to headquar-ters. Canyas gloves worth 10 cents are sold for 50 cents, he said. Board costs them \$9 a week and overalls, of a quality selling for less than \$2 in local stores, cost the strikebreakers and those loyal to the railroad and re-fusing to strike, \$2.50.

Trains are running behind time to

Trains are running behind time to greater extent than any time since the beginning of the strike. This is due in part, strikers and engineen declare, to the rundown condition of the equipment and to the fact that the helper engines in the Blue mountains have been brought to La Grande will turn the mill-wheel." following the walkout of the fire knockers with the stationary firemen

#### OBITTARY

Mrs. Christina Feld-Goodnow was born in Germany January 6, 1851. She came to the United States with ther parents in 1880, living during the girlhood days in Quincy, Illinois. During the Civil war she rolled bandages and scraped lint for the wounded soldiers. In July, 1870, she married O.S. Goedhow, who took southern states to

for to the southern states to live. Four children came to bless their tome. One daughter died in infancy.

Shortly after, Mrs. Goodnow's resith failed, and she was ordered sent, first living in Seattle, Washington, and 22 years ago came to grants Pass. During the Spanish American war she did. Red Cross work and divine the Ward was a live. work, and during the World war she

American war she did Red Cross work, and during the World war she was just as active.

Mrs. Goodnow was a member of the Episcotal church, a real Christian. In the fraternal world she was well-known and much-beloved. She was a member of the W. R. C. the Rebekah lodge, Lady Militant, Order of Eastern Star, and Ladies of the G. A. R. circls. Although not born in the United States, there was no more loyal citizen, and she loved the flag so well that she expressed a wish that when she passed away she be given the flag service of an American citizen, and the flag be buried with her. The W. R. C. held the service at Hall's chapel at 19:30 Saturday morning. The Rebekah service was held later at the Granite Hill consetery.

emetery.

Mrs. Goodhow was known for her many kind deeds, always thoughtful as a neighbor and friend.

She leaves to mourn her loss her husband, O. S. Goodnow: a daughter, Mrs. Maled Walrath, of Sacramente, California, and two sons, John O., of Fortland, Oregon, and Oliver C., of Sacramento, California; also four grandsons.

Mrs. Goodnew lived in Roseburg and followed dress making. She will be remembered as an active worker Rene Corp No. 13, and was elec-as president of Rene corp, but soved to Grants Pass to reside. She as a true friend to every one

# Love's Masquerade

Davis turned the car toward the Gendening apartment. Although Clavering thought ports would much rather have ridden further and talked more, Davis gave her no chance.

"Sorry, Doris," he remarked as he stopped at the early, "but Clavering and I have a very important business engagement. I'll phone you if anything develops."

Doris accepted the situation gracefully for her as she could see Davis mind was set upon something. As the two men drove of, Davis turned to Clavering and asked; "Well, what has happened? Has anything been decided?"

"Not a thing but this," returned Clavering, drawing the conies of the two telegrams to Margaret Earle from his pocket.

"Do you mean to tell me, Jim, that you sent both those wires to Margaret sends."

"As soon as he mentioned his name, she will be able to sign in celesgrams grain with his own name."

"Perhaps you are right, Dave," and, as though in confirmation of Davis, prediction when the neen arrived at the club Clavering found a cull for him from Margaret.

"Dave," said Clavering with a gira, "I'll wager you that she asks me which telegram is which."

"Name your stakes, She is going to the lavis, confidently.

"Which one?"

"Then I had better ambie along to the booth."

"Then I had better ambie along to the booth."

"As soon as he mentioned his name, she said: "Mr. Clavering, will you."

"Do you suppose she will know which sent which?"

other wire felling her which is which."

with those messages, I can see very plainly that Fate, is playing this same from now on and sometimes I think it would have been better if we had not tried to interfere in the first place. The mills of the gods have kept on grinding in spite of all our efforts."

"Geneted but neither you not I

"Granted, but neither you nor I can tell which man will be ground 'exceeding small.' I expect that can only be determined by the lady in the case."

"Well, I should say that if it is Harry who is to be ground, Doris will turn the mill-wheel."
"We know one thing at least If

TWO UNSIGNED TELEGRAMS

Davis turned the car toward the gram with his own name.

Althouse

trom his pocket.

"Do you mean to tell me, Jim. that rou sent both those wires to Margaret est Earle this afternoon?" demanded the said: "Mr. Clavering, will you meet me tomorrow at half past S at the station? I am coming over in answer to a telegram I received this "Within 15 minutes of each other."

"Do you realize that they both are unsigned?"

"Yes. Each man was sure that his was the only telegram to Margaret and that she would know exactly who sent it."

"Answer to a telegram I received this afternoon and I would appreciate it very much if you would let me bother you to the extent of taking me immediately from the station to the hospital."

"I shall be very glad to do it, Mrs. Earle...."

"Thank you so much."

and that she would know exactly who int it."

"Do you suppose she will know hich sent which?"

Jim Clavering read the telegrams gain.

"Dave." said Clavering later, "you san imagine how flabbergasted 1 was when 1 heard the receiver click. She didn't even name the hospital, not to Jim Cinvering read the telegrams again.

"Am only living in hopes of seeing you. Let no garbled accounts of recent episode influence you. With all 1 had sent either one of the telegrams soul I implore you to come immediately and get the whole truth from me."

The other one read: "The hope of seeing you soon makes my pain hear slabe. Will you not come to me. Margaret, before another operation that I am almost sure is inevitable. At I am almost sure is inevitable in the interior in the inevitable in tha

rom me."

The other one read: "The hope of seeing you soon makes my pain hearable. Will you not come to me, Margaret, before another operation that I am almost sure is inevitable. At last I want to tell you the whole thing."

Davis speke again; "I think it is been Milton, she would have mentioned his name. She must certainly know that whatever we may say or mentioned his name. She must certainly know that whatever we may say or mentioned his name. She must certainly know that whatever we may say or mentioned his name.

G. L. Joelson, of Coles Valley, who has been engaged in the lumber and sawmill business there for two which."
"Don't be foolish. She doesn't and sawmill business there tor and sawmill business there to be a sawmill business there to be a sawmill business there is a sammill business there is a sawmill business there is a sawmill business there is a sawmill business there is a saw in the sammill business the sammill bus



CATALOG Sash, Doors Millwork



Time for MODERN CRANKCASE CLEANING SERVICE

STANDARD OIL COMPANY

## U.S. to Aid in Probe of Klan

MEDFORD, July 20.—Federal and state officials have united in the prose-cution of the Ku Klux Klan outrages cution of the Ku Klux Klan outrages in Jackson county. The special grand jury has been summoned at the request of the attorney general, who will be represented by Assistant Attorney General Liliqueyist. Hearings will be held in the federal court room in the federal building while the marshaling of the evidence is in charge of T. M. Word of the federal secret service, department of justice.

Subpeonas were issued today by the

Subpenns were issued today by the sheriff's office for scores of witnesses to appear Monday, July 24, before the special grand jury ordered by Governor Olcott to investigate the series of outrages in this country. outrages in this county last spring Among the number was Assistant Dis-trict attorney Doran of Los Angeles county. California, who has been re-quested to bring with him data and let-ters found in a raid following the In-gleside affair, and bearing on the local dituation.

The outrages to be investigated are The outrages to be investigated are received parties, perpetrated in this county last March and April, in which J. F. Hale, a piano dealer of the city was a victim, being tortured and threatened with hanging. Arthur or a moment in consternation. Then Clavering broke into a laugh and Davis followed.

"Do you suppose that Margaret will be able to make head or fall of this." As a secretary I do not think you are much of a success, Jim."

"Well, Dave, could I say to either of those men: 'Aren't you going to sign this?"

"No, but you night have said: 'What shall I sign it?' or something like that."

"I couldn't do it, Dave. It would look so stapid. Each one was so sure Margaret would understand. Perhaps I had befter send her another wire telling, her which in the story which?"

"Couldn't do it, Dave. It would so you have the clay away."

"Tomorrow—Which?"

"Tomorrow—Which?"

"Tomorrow—Which?"

"Tomorrow—Which?"

"Tomorrow—Which?"

"Tomorrow—Which?"

"Tomorrow—Which?"

"Tomorrow—Which?"

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NEW AND MODERN
The people of Douglas compare invited to make their last
quarters here.

Quarters here. W. J. WHAVER. Pre

## TRAVEL to the Coast by Coast Auto Line Stages

Over New Highway by Cana Valley and Myrtle Point, die you time and money Letter Ex-tel Umrqua, Hotel Grand at Home Restaurant Every Day a 7 a. m. and 2 p. m. Fare to Myrtle Point ..

Coquille ..... Coast Auto Lines George W. Bryant, Mesap Coquille, Oregon

## Some Good Buys

In town property, Den't an then regret in a few year you did not buy a home; prices quoted here in the

One 9 room house grap, a paved street; 4 lets free as clear of all indebtedness for \$2,500,00.

one o room house monte or ventuences, store room sit and shed. I lots, good rade, and fruit and berries. Furnis a-citated, rugs, drappie ma-dishes. Already to me ma-Also two Jersey cout if or \$2,200,00. A modern up to he has a 9 rooms. Close it d pas treet. Raisement, pas. le 89x170. Everyfalir u n to 1 copair. One of a pussiones in Reseburg, he ne for treet by renting seas he \$5775, on easy terms.

RICE & RICE

Attention, Prune Men Get your Oak Conveyor Roll from Illahee Mill and Munth tory, Oakland, Oregon.

# Two Sides of Turnover

ent day conditions knows that the big word today is "Turnover." Whether he be a merchant, manufacturer, jobber, or banker, he sees that one thing with a clear vision unbiased by the limits of his own business. It is in the air, and on the tip of every tongue.

And yet many of them-entirely too many -are thinking on only one side of Turnover. They think of it as meaning rapid sellingputting money in and getting it out quickly and at a profit. They realize that they must put greatly increased efforts back of all their plans for selling and distribution.

The other half of Turnover is the consumer. All selling plans and efforts fail if the consumer doesn't want to buy. His desire for the product must be created. He must meet the soller half way. He must be in a mood to buy before the salesman meets him across the counter.

That is the function of Advertising-to create consumer demand and consumer pre-

ference. With this demand as a fact a selling plans have a chance to succeed. Without it they fail. The only chance for salesmanship to succeed without an existing demand is for salesmanship to assume the task that belongs to advertising-the task of creating demand.

If the present efforts that are being put into selling were amply supported by a corresponding effort to create consumed demand through Advertising, the business conditions of this country would be rapidly changed into an era of great prosperity-in spite of Old World conditions and everything

The proof of this is in the fact that right now, under these very conditions, the manufacturers who are putting proper emphasis on creating a demand for their product, as well as selling it, are doing a big business and are actually getting the high turnover that others are trying so strenuously to get through intensive selling.

# ROSEBURG NEWS - REVIEW

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