

Tractor School

FRIDAY AND SATURDAY
February 29-March 1

This Tractor School will convene at 10 a. m. and at 4 p. m. on both days at the C. A. Lockwood Motor Company Sales Rooms, Oak and Rose Streets, and experts will be in attendance to give instruction.

W. C. Harrison will talk on Fordson Farming. Mr. Russ Joliffe of Portland will tell how Fordsons are money savers for farmers, contractors and loggers. Mr. F. R. Orr, of the Ford Motor Co., will explain how to care for Ford Cars and Trucks. Mr. C. A. Allison, also of the Ford Co., will instruct owners in the care of Fordson Tractors.

These experts will be able to answer any questions Fordson and Ford car and truck owners may ask.

Don't forget that the Tractor School will be held at 10 o'clock a. m. and 4 o'clock p. m.

Friday and Saturday

Everybody invited to attend this Educational Feature of Auto Show Week

Don't overlook the Auto Show at the Armory each evening, Commencing Thursday.

C. A. LOCKWOOD MOTOR CO.

ROSEBURG, OREGON

DECIDE CHAMPIONSHIP

(Associated Press Leased Wire.)
SEELY, Cal., Feb. 27.—The championship of the Pacific inter-collegiate conference will be decided in a series of games to be played between the University of California and the University of Washington, beginning next Monday, announced today at the University of California.

Games will be played on the evening of March 3 and 4 and if a contest is necessary it will be on March 6.

Stivers at the Christian church.

building permits totaling \$10,000 were issued yesterday. Largest permit was issued to Brand, who is to start construction of a wood and stucco residence on Oak Street. The building cost approximately \$4,250. Mrs. Davies is also to construct a new building in Overlook at \$2,500. Mrs. Mary Johnson is building a residence on S. Stephens street for \$2,000.

Will like him. Who? Stivers at Christian church.

YOUR MOTOR MUST BE ACCURATE--PERFECT

To give best service. Our process of CYLINDER REBORING AND HONING insures a smoothly running, powerful motor.

We specialize in this line of work.

OAK STREET GARAGE

C. W. LAWSON, Prop. Oak and Stephens Sts.

Store for Sporting Goods

Fishing Tackle, Baseball Goods, Tennis and Golf Supplies, Roller Skates, Rackets, Columbia Bicycles, Bike Tires, Boys' Wagons, Bike Accessories.

igler=Fee Hardware Co. Phone 25

OIL COMMITTEE READS MESSAGES

Text of Telegrams Show That Fall Was Kept Well Informed of Proceedings.

HAD A LEASED WIRE

Senator Smoot Says He Knew in Advance Doheny Was Coming to Washington to Testify.

(Associated Press Leased Wire.)
WASHINGTON, Feb. 27.—Telegrams sent to Edward B. McLean, A. B. Fall and others at Palm Beach, Fla., and relevant to the oil inquiry, were read today into the record of the oil committee.

The first from John Major at Washington to McLean at Palm Beach, suggested a leased wire from the Washington Post to McLean's cottage in Florida so the publisher could have "easy and quick access to the White House."

The message said also that Bascom Slomp, secretary to the president, would be in Florida shortly. (Major is an employee of McLean here.)

Another message Major told McLean he had talked again with J. W. Zevely, Palmer's law partner, who said the matter would be attended to in a manner satisfactory to you. Another message Fred E. Starek a director of the War Finance Corporation was anxious to get in touch with McLean on an important matter.

"Palmer and Zevely told me tonight that under no circumstances should you send a message to the committee," said another message to McLean from Major. "They said," the message added, "that after the man at Wardman Park (Fall's hotel) testifies and the committee wanted you, they could take care of you."

A message from the White House signed "E. W. Starling" and addressed to McLean said that Starling had "wired Wilkins at Hopkingsville, Ky." (Starling is of the White House secret service staff.)

Major reported to McLean that he had delivered a message to McAdoo and Palmer as "per your instructions" (in other messages there are references to Francis McAdoo of New York and believed by committee men to be the son of Wm. G. McAdoo).

Under date of January 22, 1924, Major wired McLean that a Mitchell Palmer (former attorney-general and counsel for McLean) had gained the impression from Senator Walsh that McLean would not be called before the committee. This message added that "other people are working on Walsh."

"William Buckstein, another employee of McLean wired his employer that Smithers would like the job of operating the special wire."

"Just like the secretary at Wardman Park," Major wired to McLean, "he will go to Palm Beach. He declared you would be called and that the entire matter will be closed after Sinclair testified."

Major said he was arranging for Fall's trip to Palm Beach but had doubts as to whether the secretary be a guest of McLean.

Senator Smoot wired this morning, "I saw a telegram signed A. Mitchell Palmer. 'He would not commit himself.'"

This telegram discussed further the likelihood that McLean would be called.

Major again wired that "Palmer says that Walsh will not commit himself, but I have other people working on Walsh."

The committee adjourned until 10 a. m. tomorrow before all the messages had been read.

man at Wardman Park hotel testified that if the committee showed any indication that you were to be summoned that they could take care of it.

"In any event they both said that it would not be necessary for you to come here but could arrange to have your deposition taken. It had not been decided up to 10 o'clock tonight whether the man at Wardman Park Hotel would go on the stand tomorrow or not. He is sick and so is Palmer."

"Palmer said he thought the he would be able in the morning to look out for our man at Wardman's interest in case he was well enough himself to testify. From the present outlook I personally believe everything is well in hand from your standpoint. Sinclair is to testify tomorrow. He is going to issue a statement to the committee before he goes on the stand."

Spurgeon (apparently John Spurgeon, editor of the Washington Post) to McLean:

"Fall's statement made to committee today. I am writing it in full tomorrow. Evening Star in top headline features loan you mentioned to me."

Major to McLean, December 27: "Will deliver messages to McAdoo and Palmer according to your instructions in the morning."

Major to McLean, December 28: "Just finished talking with Palmer. He said that at this time he thought it best not to issue any statement. If there is any disposition on the part of the committee to call you which he doesn't think there is, that will be time enough to make statement. Palmer talked long distance with McAdoo. Palmer is going to the capital this afternoon, will wire you result of his findings."

Major to McLean, December 28: "Was able to get accommodations for the secretary. He leaves tomorrow night, Saturday at 9:40 for Palm Beach. Am still waiting to hear from Palmer."

Major to McLean, December 28: "Palmer has appointment with Walsh tomorrow morning. I will wire you as soon as the conference is ended."

Major to McLean (undated): "Palmer told me that he had talked with Walsh this morning and that while Walsh would not definitely commit himself, he indicated that as far as you are concerned you would not be called. He suggested to Walsh that a letter be filed with the committee explaining your position which you have made clear in your telegram to me which Palmer took up with Walsh. Palmer talked over long distance with McAdoo and the letter will be sent to New York for McAdoo's approval before it is filed with the committee."

(Associated Press Leased Wire.)
WASHINGTON, Feb. 27.—Senator Smoot, republican, Utah, former chairman of the oil committee, disclosed publicly today that he was advised in advance that E. L. Doheny was coming to Washington to testify about his \$100,000 loan to Albert B. Fall.

The Utah senator said he received the information from J. W. Zevely, personal counsel to Harry F. Sinclair, who was at New Orleans at the time with Fall.

The senator denied rumors current at the capital that he had been in telegraphic communication with Fall since the former secretary announced in December that he had received the \$100,000 from Edward B. McLean, publisher of the Washington Post.

"The only communication I had with Albert Fall was when Zevely called me on the telephone from New Orleans and told me Doheny was coming to Washington and tell it all," said Senator Smoot. He then said, "Albert Fall is here and wants to talk to you."

Fall explained to me that his two daughters were in New Orleans with him; that one was ill and he wanted to take her to his home in St. Louis, N. M. He explained he could get to Washington as speedily from there as from Florida and he asked me to explain to the committee the reason why he found it necessary to return to his home."

Senator Smoot also told of a conference which he and Chairman Lenroot had with the former secretary at the latter's hotel here a few days before Fall sent the letter to the committee in which he said McLean had made the \$100,000.

"We told him," said Mr. Smoot, "that everything in the record had been explained, except where he got the money to improve and enlarge his ranch. He told us he had borrowed it from an old friend."

Senator Lenroot says that Fall said as we were leaving that he got the money from Edward B. McLean, but I did not hear him say that."

The Utah senator declared that he informed Senator Walsh, and other committee members of the intention he later received from Doheny to testify concerning his loan to Mr. Fall.

Representatives of the Western Union and Postal companies brought additional copies of telegrams to the committee room for examination.

YES— You May Rock The Boat, But Be Careful You Don't Upset It.

Roseburg, Oregon, Feb. 26, 1924.

To the People of Roseburg and Douglas County:

An article that appeared in the February 25th issue of the Roseburg News-Review on F. O. B. Auctioning under the heading "SHALL WE ROCK THE BOAT?" has a tendency to misguide the readers and the writer was apparently misinformed on the subject, so we are forced to publish the following in detail to clear up any misunderstanding that may exist as to the National F. O. B. Auction Co., Inc., and our plan of marketing.

The system of selling f. o. b. by private leased wire auction was conceived during the winter of 1922 and 1923 by a large grape grower of California, Mr. David Kellerman, after losing heavily in grapes the previous year through the old method of marketing, of rolling the cars into the markets of the country and after inspection by the buyers taking whatever they were willing to pay for it. The product being there on the track, breaking down every day of delay was sold at prices in many cases for less than the freight charges. This new system of f. o. b. selling, was perfected, financed and put into motion in time to handle the canteloupe business of California last Spring. It is admitted by the better, broadminded, progressive jobbers and shippers all over the country that the National F. O. B. Auction Company established and maintained the market on canteloupes and the growers of this product made money for the first time for some years. We were the large factor in stabilizing the market and moving the immense crop of California grapes. We are in the Northwest helping the apple industry, at present, and are now coming into your district to help in marketing the broccoli.

In every branch of industry except fruit and produce, goods are sold f. o. b. shipping point, and accepted on that basis. Leaders among the producers have long seen the necessity of establishing this industry on a f. o. b. basis and marketing agencies have adopted various means to this end, such as federal inspection at shipping point, sales contracts, and signed confirmation of sales. All these expedients still permit the buyer to inspection on arrival, and when transit damages or declining market is evident on arrival, cars are rejected, and allowances demanded in spite of these safeguards. That is the purpose of the f. o. b. auction—to give positive assurance that cars will be accepted f. o. b. shipping point, not by any artificial technicalities, but by getting the actual cash. Another is to secure for the shipper the top market price over the entire country on the day of sale. To show you how these results are accomplished, there follows a brief description of how this revolutionary marketing system operates.

To handle a car over the f. o. b. auction, the shipper must furnish a manifest of the car, the original bill of lading and the original federal inspection certificate—which should be full and complete, for upon it the buyer must base his judgment in buying. This information is then sent from the local office, or representative, over our private wire to our selling offices, some of which include New York, Chicago, Pittsburgh, St. Louis, Philadelphia, Detroit, Omaha, Boston, Cincinnati, Cleveland, and Kansas City. In each of these offices, this information is taken off on a catalogue, which is passed out and mailed to the trade. The next day the sale is held at 11:00 A. M. western time and 3:00 P. M. Boston time and each car is offered at all the offices simultaneously, the bidders having a catalogue in hand, giving full particulars of the car and EACH CAR SELLS ON ITS OWN MERITS. For example: line 3 on any day's catalogue may be a car of U. S. No. 1 broccoli. New York opens with a bid of 90 cents, Chicago bids 95, New York \$1, Omaha \$1.05, Chicago \$1.07 1-2, St. Louis \$1.10 and the car is sold for \$1.10 to St. Louis, the highest bidder, after a sufficient lapse of time to allow other buyers to bid higher. By this method you can readily see we not only secure the best price for any one market but the top price for the entire county. And selling to all markets of the country simultaneously, we do not flood the market, but automatically equalize distribution.

As soon as the sale is confirmed, account sales are made up with check attached and sent from the nearest office to the shipper. This ends his responsibility (THE SHIPPER)—and there is absolutely no recourse for further damage, transit losses or whatever should transpire. The National F. O. B. Auction Co. assumes all responsibility for collections, so that when the shipper sees his car sold for \$1.10, he knows that the money will be in the mail for him within 24 hours.

It is hardly necessary to point out the benefits of these F. O. B. sales to the fruit and produce industry, for it is the most effective stabilizer of the markets, and with this outlet for tonnage, which shippers are unable to sell on an f. o. b. basis, it should eliminate the pernicious practice of rolling cars unassigned to the large centers to be sold on joint account or to the first buyer willing to buy on speculation. The National F. O. B. Auction Co. is ready to sell any variety of fruit or produce in car lots, in any quantity, at any time, and return the shipper full market value, SPOT CASH. The more we have to offer, the better will be the results obtained. WE HAVE NO CONTRACTS TO SIGN. WE TIE NO ONE UP BUT STAND AS A FREE AGENT WITH NO ALLIANCES. NO CAPITAL BELONGING TO EITHER JOBBERS OR BROKERS.

The National F. O. B. Auction Company does not make it a practice of broadcasting or advertising the good sales and keeping the poor sales in the dark. Our cards are on the table face up at all times, and any sales or transactions made are public. We invite anyone to visit any of our salesrooms and all questions are gladly answered. All records are open and markets and prices public. We hide nothing. If we can get a better price for a product than can be gotten through other methods, the National F. O. B. Auction Company feels entitled to consideration. Having no contract to bind the shipper he is free to use our system when he feels we are of service to his organization. Sales managers sell wherever they can get the best price for their growers and they use our system whenever we can gain that end.

In selling as we do we are only using the old axiom: "A straight line is the shortest distance between two points." The grower to the consumer, through the shipper, through legitimate jobbers, to the retailer is the shortest distance, cutting out speculator and too many unnecessary handlers of the product. IF WE CAN DO THIS WE HAVE SAVED THE TRADE MONEY AND GOTTEN THE PRODUCER BETTER PRICES. We don't argue the point, we stand on our past record and invite inspection at all times. If the growers of this community will call a meeting at any time the writer will be only too glad to attend and answer all questions possible and give a clear talk on our method of operation.

It is said by the progressive growers, shippers and jobbers throughout the country that the National F. O. B. Auction Company is the biggest factor that has come into the industry and is going to revolutionize the present method of marketing the fruit and produce of the country. If that be the case this district should know all there is possible to learn about us. We do not tear down nor disrupt any existing organizations but work with all to build up and help.

Very sincerely yours,

FRED J. McCONNELL, Representing
NATIONAL F. O. B. AUCTION CO.

REYNOLDS CASE HEARD

The trial of Frank Reynolds, charged with possession of a still, was heard in the local justice court this afternoon. Officers several weeks ago raided Reynolds' claim on upper Days Creek, and near his home found a small still and a quantity of mash. While the officers were searching the place Reynolds slipped into the brush and could not be located until about ten days ago when he was taken into custody. He entered a plea of not guilty, claiming that the still was not on his property.

HE MAKES THEM HANDSOME

(Written by Alden Harness)
A fellow has a finer time
At every public dance;
A fellow never fails to get
The warm, admiring glance;
A fellow always looks his best,
So all the girls declare;
When Fred Jones has shaved his face
And has cut his hair.
Barber Shop, Terminal Hotel