

ROSEBURG NEWS-REVIEW

Issued Daily Except Sunday by The News-Review Co., Inc.
Number of The Associated Press.
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Daily, single month, by mail .50
Daily, by carrier, per month .80
Weekly News-Review, by mail, per year 2.00

ROSEBURG, OREGON, THURSDAY, OCTOBER 1, 1925.

THE PROGRESSIVE SALESMAN.

Retail merchandising is a progressive science, remarks the Portland Record-Abstract.

Some of the brainiest men of the world are concentrating upon it, developing new methods, perfecting more efficient practices, employing newly acquired information in hitherto unthought-of ways.

Twenty years hence doubtless will have advanced as far ahead of our present methods as those of today are ahead of the previous periods.

The majority of the men who are shaping this business progress were the salesmen of 20 years ago. Two decades hence most of them will be gone.

Who will be the leaders then? They must come from the ranks of the men on the firing line today. They will be those salesmen of today who are planning, thinking and working for a greater measure of success than the average.

What brings the question squarely up to you as a salesman. Where will you be 20 years from today? What position will you hold? What salary will you command?

Look about you. Note the men past middle age who are holding minor positions. Contemplate their future. How long before they will be useless cogs of the business machine, physically unable to supply the power which even a minor position requires.

Ask such men why they have not attained greater success. Some will say that they had hard luck—others that they did not have the right kind of opportunity. But study the matter closely, and you will find very few failures which may justly be charged to hard luck.

You will find that the men who have made successes did not wait to be made successful by opportunity—they made the opportunity.

To be successful you must plan your work and work your plan.

The candidacy of Governor Al Smith of New York for the democratic presidential nomination for the second time is a generally accepted fact, but so far there is a noticeable absence of enthusiasm in the party over his candidacy except in those few sections of the East where his genial personality and liberal views on the liquor question are blindly regarded as sufficient qualifications for the highest elective office within the gift of the American people.

That Mr. Smith does not share the delusion of his admirers in regard to the prohibition question is evidenced from his speech at a democratic conclave in Chicago this week in which he made no reference whatever to the Volstead law. This, we were told in press dispatches, was a disappointment to the thousands who had assembled to hear him "tear the lid off," and who had to be content with such dry-as-dust topics as government economy and the age of aeroplanes. Al realizes no doubt that the United States is not bounded by those sections where the clamor from parched throats is the loudest, and that his candidacy will have to be based on an issue of vital importance to the nation as a whole.

In selecting the subject of economy he is somewhat tardy in that President Coolidge and his party lieutenants are already achieving results in that line. We fear that Al is pretty much at loss for an issue, but for that matter we do not think any issue would bring about his nomination. The democracy of the South is solidly opposed to him not only on political but religious grounds, and without the support of the Bourbons he has little chance to win. Altogether Mr. Smith's chances of success are not bright. He represents only a sectional idea, with minor endorsements here and there, and after causing a brief flurry in the next democratic convention he will probably again step aside for a candidate whose ideas are more in keeping with the general sentiments of his party the country over.

With two first-class job printing plants operating in Roseburg there are still some local business houses that persist in giving their printing to outside solicitors. What is to be gained by such procedure we fail to discern. Why Portland and other concerns should be doing printing for Roseburg merchants is a problem we have never been able to solve. Surely these outside establishments are not contributing anything in the way of taxes, are not interested in our public schools, are not concerned about civic improvements of any kind, do not care a tinker's d—m whether a local merchant sleeps on a bed of roses or one made up from the offerings of a porcupine. But the foreign guy who does your printing is just after one thing. He wants to see the community of every bit of life blood there is to be had, and there are some "home boosters" who are willing and ready to listen to his implanations to help knock the props out of the community. You cannot be loyal to your own community and contribute support to outside printing concerns. Not a single piece of printed matter should leave Roseburg until local printing houses are at least given an opportunity to figure on the work.

Half of the present week has been devoted to "state fair weather." Now, give us some regular Oregon atmosphere for the other half and we'll all be happy.

Next week we will have the world series with us.

This old town is "hopping" right along.

PRUNE PICKINS

BY BERT G. BATES

GOOD EVENING FOLKS—When you start to sniffle And the hanky supply Runs low And your nose gits red From blowing It's time to put on The heavy undies And take a dose Of quinine.

DUMBELL DORA THINKS Dumbbells are a dessert. Have you noticed Al Creason's two-tone gas-buggy?

MERCY! MERCY! Today's Judge Magazine in their feature "Seeing America Worst," makes the following per comment concerning Baker, Oregon: "Where men are men and dry senators get wet."

An effort is being made by the broccoli growers of the county to secure the services of Bill Harding, Guy Gordon, Carl Wimberly and Carl Neal to do the smudging during the winter season. The pipes are already being smoked up for the occasion.

The Umpqua quia Chiefs and their cooks will depart early in the a. m. for Salem where they will spend the day whooping it up and showing the state fair ticket scalpers how to do their stuff.

"Wipe your feet!" will soon be the war cry for the winter months.

A fond subscriber referred to yesterday as an "old washerman" and when asked to explain or meet us on a field of honor he said, "I merely meant you have a good line," whereupon we bowed graciously and mumbled a "thank" to this subtle flatterer.

It must be tough to live in California. There's a lot to talk about there. The weather is always the same.

One of the village mamas was calling her flapper daughter to task and said, "Why did you go ridin' with that man? Weren't you good and cold?" She replied, "Yes, law, good and cold!"

There's two or three fellows we'd like to see at the hospital—but they're not there yet!

If the city Dads think they are havin' a heckuva time tryin' to pay off the debt they oughta take a squint at the sum the French gov't owes the U. S.

Some folks let their temper get the best of 'em and they're the ones who allus have liver complaint.

METHODISTS ON RECORD TO JOIN SOUTHERN BODY

(Continued from page 1.)

for this purpose was referred to the session committee and will be decided later. The work of the settlement was highly praised by members.

The new hospital erected by the Methodist church at Marshfield is now completed and will soon become self-supporting, reported Rev. T. A. Temple, of Marshfield, head of the hospital committee. The work of those connected with the project was outlined by Rev. Temple, and the conference went on record as approving very highly the work in this district.

Students Are Church Goers. The work of the Wesley foundation in state universities was told by Rev. Norman McKay, of Pullman, Wash. The students are not turning away from the church, as some claim, he said, but are actually turning toward religion. He cited the State college of Washington, where 75 per cent of the students are active in religious ways, and where out of a Methodist membership of 450, 250 were in attendance at church services last Sunday.

The need for expansion of work with state universities was stressed. A total of 500,000 students are in the various state institutions, it was pointed out, and a church on every campus was recommended.

A board of the Methodist church will accept the invitation of the Presbyterian church to visit Westminster, the student church on the campus, it was announced. A lot can be obtained in this vicinity and it is the hope of some members that a building similar in purpose to the Westminster house can eventually be erected by the Methodists.

The latter part of the morning session was given over to service in honor of retired ministers.

EUGENE, Ore., Oct. 1.—The meeting of the 73rd annual state conference of the Methodist Episcopal church last night, was given over to the anniversary board of home missions and church extensions. "Problems and opportunities of the modern city for Christian service" were described by Rev. Byron H. Wilson, D. D., superintendent of the Seattle dis-

trict and "Problems and possibilities of the rural church," was the topic of Rev. J. H. Secor, of Pendleton.

The Women's Foreign Mission of the conference held its first session yesterday, during which its work was highly praised in an address by Rev. Joseph Knott of Roseburg. The work of supporting the 32 missionaries that the women of Oregon, Washington and Idaho are doing was highly commended. The church now has 790 missionaries in 19 foreign countries, it was said. Last year was declared to be the banner year for the department in point of service and Christian work. The reports of the four districts of Oregon were given during the business session yesterday. Dr. S. A. Danford, of Eugene, read the report of his district of Southern Oregon, and was highly commended by Bishop Walter Shepherd, who is presiding, and by other members of the conference. The year has been one of great accomplishments in all districts, the reports showed. Dr. Danford is retiring from the position of superintendent, after serving the allotted time, six years.

Farm Values Decline During the ten-year intervals between the general federal census taking, the census bureau makes surveys for various purposes, and such a recent survey covering seven counties in this state, fourteen in Washington and twelve in Idaho shows a decline in farm values since the year 1920.

The counties covered in Oregon were Coos, Douglas, Malheur, Morrow, Columbia, Tillamook and Curry. The three last named made an increase, the others showed a decrease, the total net decrease in the seven being from \$91,221,000 to \$85,565,000. In the fourteen Washington counties the total net decrease was from \$231,000,000 to \$157,000,000; and in the twelve Idaho counties from \$93,000,000 to \$68,000,000.

The greatest and very obvious reason for this decline in values is that in 1920 farm lands were priced too high. There was then a veritable craze in farm land speculation, induced by the then high prices of all things, prices that were induced by the fever of war activity. A decrease in values was due and necessary in order to bring the selling price of land down to a level with the power of the land to produce.

This decline marks also another fact and that is that farming is not now a feverishly attractive industry. It shows that there is now no great rush for cultivated lands, and no great demand for raw lands, either from speculators, or actual settlers. For the time being the cleared areas in these states are sufficient for all requirements, and the crop enough to satisfy the consumers' demand. Farming is on a good going basis with speculative values about as thoroughly shaken out as possible.—Portland Telegram.

Lincoln's Handicap Higher education is a wonderful thing. At Reed the other day the sophomores proved the advantage which only one year has given them by dragging the freshmen thru a lake with a rope. But the president of the college, Mr. Coleman, put it over all of them. Of course, he has had a lot of education and has numerous degrees so it would be expected that he would outstrip the undergraduates. And he did. He caught a teacher, went in a necktie contrary to tradition, so he caught him by the throat and ripped the necktie off. We often wonder how Abe Lincoln got along so well without higher education.—Corvallis Times.

SUTHERLIN COUPLE WED W. E. Norris and Ethel Fern Sanders, both of Sutherlin, were quietly married Monday evening at the office of Justice of the Peace George Jones. The ceremony was attended by only the necessary witnesses. They are making their home at Remote where Mr. Norris is employed in the logging camp.

Umbrella special, while they last in all shades for Friday and Saturday at \$4.95, Marksbury Co.

Lawn seed at Wharton Bros.

ELKS TO ENJOY A BIG DANCING PARTY The local Elks will entertain their wives and families tonight at a dancing and card party at the club room. The dance floor has been placed in good condition and a new five-piece orchestra will provide the music for the occasion. Card tables are being placed in the club parlors this afternoon and it is expected that many will take part in that amusement tonight.

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KITCHEN CUPBOARD

By NELLIE MAXWELL

Picnic Time AT THIS season of the year when little trips into the country are such a joy, the need of a variety of sandwiches is felt. Here are a few suggestions:

Fried Egg Sandwich.—This made and served at once is a most filling sandwich. Butter bread, cook an egg in butter in the frying pan, lay a thin slice of onion on the buttered bread, then place the egg, another slice of onion and the top slice; it is now ready to "fall to."

Tomato Club Sandwich.—Lay thick slices of tomato on slices of buttered toast, sprinkle with salt and pepper, finely minced olives and parsley, add a layer of thin, nicely cooked bacon and cover with another slice of toast.

Russian Egg Sandwich.—Chop three hard-cooked eggs and mix with the following dressing: Add chopped pickle, pepper or chili sauce to mayonnaise, using about four tablespoonfuls, enough to make the mixture the consistency of spread.

It is a Russian Sandwich.—To chill sauce, mayonnaise, chopped ham, celery, mustard and cayenne, add salt if needed and spread on whole wheat bread.

Salmon Sandwiches.—Shred a cupful of salmon, add a tablespoonful of chopped capers, a tablespoonful of chopped sour pickles and four tablespoonfuls of mayonnaise. Cut into shapes and wrap each in waxed paper.

Tomato and Cucumber Salad.—Prepare small-sized tomatoes by scooping out the pulp and draining the cups. Chop one small cucumber in a tablespoonful of onion with a little chopped celery, refill the cups, using some of the pulp removed. The remaining pulp may be used in various dishes, as soup or molded salads. Mix the filling with a highly seasoned salad dressing, finish the top with a spoonful of thick mayonnaise and sprinkle with finely minced chives or green pepper. The tomatoes may be arranged on lettuce, endive, water cress or a nasturtium leaf.

TWO BOYS WALK 175 MILES TO ATTEND COLLEGE; MUST WORK

BIRMINGHAM, Ala., Oct. 1.—Exemplifying the adage, "Where there's a will, there's a way," two boys entered Howard College at the opening of the school year after having walked 175 miles.

These youths hail from the same town—Florida, on the southern boundary of Alabama—and have long been neighbors. One of them, Samuel Hart, is preparing himself for the ministry, the other, Edwin Doster, is pursuing a pre-medical course.

The boys started on foot from their homes six days before school opened with less money than is required to see a couple of good movies. They worked enroute to Birmingham, thereby securing sufficient funds for food and lodging. They neither asked nor accepted charity. They arrived at the college in fine fettle and entered upon their studies with zeal.

Both boys are graduates of the Covington county high school. In modest circumstances, they found it necessary to walk to Birmingham and to depend upon their own efforts if they were to attend college.

The International tractor disc is made in 5-foot width for small tractors and 6 and 7-foot for the larger ones. It cuts into the ground the first time over. See one at Wharton Bros.

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TICKET SALE FOR 'PYGMALION' IS VERY BRISK

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Cold, Stormy Days

Cheerless as they may seem, can be turned into hours of real pleasure when your home is

Heated by One of Our Living Room Stoves

We are displaying several styles and at various prices this week. Come in and let us show you these excellent values.

Churchill Hardware Company The Iron Mongers

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SARAH J. SPAUGH DIES AFTER LONG PERIOD ILLNESS

Sarah Jane Spaug, widow of the late John T. Spaug, died last night at about 11:30 o'clock following a severe illness of about a month's duration. Mrs. Spaug's death followed that of her husband in one week less than a year. The shock of his sudden death on October 8, of last year, was such that her health immediately began to fail, her condition becoming serious about a month ago.

She was born on March 17, 1860, in Lookingglass, the fourth child of Edward and Nancy Morgan, who crossed the plains and took up a claim in Lookingglass valley in 1852. She was married Dec. 23, 1877 to John T. Spaug and they were engaged in fruit raising and general farming in Lookingglass until about nine years ago, when they moved to Roseburg where they established their home.

Mrs. Spaug was the mother of six children, five of whom, four sons and a daughter, survive. They are Charles Spaug of Bend; Roy Spaug of Daytona, Florida; Wilbur and Alva Spaug of Roseburg; and Mrs. F. L. (Myrtle) Beard of Eugene. She also leaves four brothers, David and Edward Morgan, of Roseburg; Ulysses Morgan of Estacada, and Tom Morgan of Lookingglass.

Mrs. Spaug was an active worker in the Baptist church for the greater part of her life, her husband also having been very active in that faith.

Funeral services will be arranged as soon as word is received from the son in Florida.

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