

The News-Review

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Member of the Associated Press, Oregon Newspaper Publishers

Association, the Audit Bureau of Circulations

Represented by WEST-HOLLIDAY CO., INC., offices in New York, Chicago, San Francisco, Los Angeles, Seattle, Portland, Denver

Published Daily Except Sunday by the News-Review Company, Inc.

SUBSCRIPTION RATES—In Oregon—By Mail—Per Year, \$12.00; six months, \$6.50; three months, \$3.50. Outside Oregon—By Mail—Per Year, \$13.00; six months, \$7.00; three months, \$4.00.

By News-Review Carrier—Per Year, \$13.00 (in advance), less than one year, per month, \$1.25.

Entered as second class matter May 7, 1936, at the post office at Roseburg, Oregon, under act of March 3, 1879.

LUMBER EXCHANGE

By Charles V. Stanton

A plan for a Commodity Exchange on lumber in the Pacific Northwest was revealed at a press conference in Portland Monday. Newspaper and magazine representatives were called in to hear explanation of the organization of the National Lumber Exchange, which is designed, it was stated, to handle bids from purchasers and offer from operators. The plan also includes a factoring or financing service, enabling operators to get immediate cash for cars shipped either on direct sale or in transit.

As explained at the Portland meeting, the Exchange is being established as a private corporation composed of a group of mill operators and lumber wholesalers from the Pacific Northwest. Quarters have been obtained at Portland where elaborate office equipment is being set up to make the handling of transactions as nearly mechanical as possible.

In practice, it was reported, the Exchange will accept bids from prospective buyers of lumber, covering specifications, price, etc., and at the same time will handle offers to sell. Through the Exchange buyer and seller will be brought together. The Exchange will collect \$5 per car from each the buyer and seller, for a transaction fee of \$10. It is expected this revenue will be sufficient to finance cost of the service.

Radical Change Involved

Lumber is not now legally listed as a commodity. Yet in many respects it is a commodity similar to wheat, corn, tobacco, all marketed through commodity exchanges. The proposed plan would adopt the commodity exchange marketing program for lumber, with virtually identical techniques.

Under the existing system lumber operators sell largely through commission buyers and wholesalers. The larger outfits have their sales representatives who act as traveling representatives of the manufacturer, bringing about a direct relationship between the operator and customer. Sales promotion is an expensive item in the marketing of lumber. Promoters of the National Lumber Exchange contend that this expense can be avoided. By reducing the cost of promoting lumber sales, it is claimed, profits to both seller and buyer can be increased which, in the present days of depressed price and demand, could be an important factor.

Should the proposed new program be successful, it would result in a very radical change in the method of handling lumber sales, would speed transactions and would exchange the presently highly personal method of dealing for instantaneous calculations by a million dollar electric brain.

Wait-And-See Attitude

Lumber buyers and manufacturers have been somewhat startled by the proposal, which was kept under wraps until revealed to the press at the Monday meeting. The next move will be to sell the trade on the plan. That will take some time and effort, a fact recognized by the Exchange sponsors, who anticipate, they report, that it will take some time to get the program into full operation. So confident are the sponsors, however, that they already are planning on the direction of expansion as the service develops its potential.

Lumber operators in the Douglas County area who have had only sketchy information on the proposal to date, evidence a wait-and-see attitude. They speak of both advantages and disadvantages in the program as so far explained.

Operators will be reluctant to break off customer relationships built up over a long period of years. There is no need to do so, Exchange sponsors say, but time will show that maintenance of such relationships is a waste of dollars and that profits eventually will lead to adoption of the new method. Operators also want to know how adjustments can be handled. Shipments frequently are followed with complaints that errors were made in grade or quality, that cars were short in footage, or that something else was wrong. All complaints must be handled on a personal basis.

Perhaps the most difficult obstacle to initiation of a new lumber sales plan will be found in the fact that most lumber manufacturers are individualists. Having developed individualistic methods of doing things, they are reluctant to become one of a herd.

The National Lumber Exchange offers some interesting possibilities. It can be reasoned as good for the industry. On the other hand, it is possible it could be damaging under certain conditions.

It will, I believe, be very interesting to see what happens to this revolutionary idea.

IN THE DAY'S NEWS

By FRANK JENKINS

(Continued from page one)

traitors understood and wanted. We were talking in terms of roads and irrigation projects and such things that would better the living conditions of the common ordinary, everyday PEOPLE of Syria.

The Syrian politicians with whom the Russians worked weren't even vaguely interested in the welfare of the Syrian people. They wanted personal power. To get and hold personal power, they needed GUNS. The Russians offered guns. So they got the job. Just as they got the job in Egypt — where Nasser needed guns.

If we will heed it, there is a useful lesson for us in this Syrian mess. The lesson is this: We can't BUY FRIENDS in that part of the world because we can't play the crooked shell game that is needed to win out there.

We did very well with our ori-

ginal Marshall plan — which was designed to rebuild war-ravaged Western Europe to the point where it would be able to resist the spread of Russian communism. IT WORKED. It worked because in Western Europe we were dealing with our kind of people. The Western Europeans love liberty. They APPRECIATE liberty. They appreciate it because over the centuries they have shed rivers of blood to gain it. One values what one has fought and bled and suffered for. Western Europeans, knowing and valuing liberty, are grateful to us for what we have done to help them KEEP it.

Asia is different. Asia has never known liberty. So the Asians are unable to understand our efforts to buy liberty for them and give it to them as a Christmas present. Misunderstanding us, they are SUSPICIOUS of us.

I'm afraid there isn't much future for us in trying to BUY FRIENDS in Asian countries.

It's Easy... for a Kangaroo



Bruce Bioassat

The business world is studded with market research outfits which help businessmen gauge probable customer response to their products and services. It might be a good idea if the politicians turned to this device in a big way.

They already do use existing research organizations to some extent, of course. Potential candidates often run off a little private survey before taking the plunge. But if things keep on as they're going, they may need soundings on a big scale. The reason is plain. The complexion of their constituency is changing so rapidly with the changing face of America that it is hard to record it accurately from election to election.

EVERYBODY knows that the country's farm population has been falling steadily for a long time. By the 1958 elections the farmers who well represent no more than one in every ten voters.

This means politicians will give less thought to the "farm vote" that legislators from predominantly farm states will speak with a smaller voice in Congress, that the balance of political strength will shift more than ever to the populous, highly urbanized states.

Within those latter states, the great migration to the suburbs continues, thus weakening further the old city organizations and buttressing the conservative vote common in the outlying sectors. "Winning the city" doesn't have the triumphant ring in political ears it used to have.

Big migrations proceed unchecked toward the Far West, the Southwest and the South, too. The net effect seems to be, up to now anyway, to make the East seem what more Republican, the West more Democratic and the South for the first time a real two-party region in some parts.

WITH THESE churning shifts still in progress and evidently due

Senate Upholds Military Aid Funds Measure

WASHINGTON — The Senate, dominated by united Democratic and Republican leadership, passed a \$3,692,710,000 foreign aid money bill Tuesday.

The vote was 62-25. The amount is \$300,900,000 more than the House voted, and was described as satisfactory to President Eisenhower although nearly 750 millions less than he asked.

The measure now will go to a Senate-House conference for adjustment of differences. The probability is that the bill eventually sent to Eisenhower will carry a figure somewhere between the amount voted by the Senate and that approved originally by the House.

The big test in the Senate was on the question of new funds for military aid. Senators bent on holding down the total lost this one 59-28.

The vote, regarded as a major test, endorsed the action of the Appropriations Committee in increasing new funds for military assistance from the \$1,250,000,000 voted by the House to \$1,475,000,000.

A bloc headed by Sen. Ellender (D-La.) had sought to hold the allotment to the House figure. Democratic leader Lyndon B. Johnson of Texas and Republican leader Knowland of California were teamed up in piloting the committee — approved measure, carrying a total of \$500,900,000 above House allowances.

MOPPING UP FIRE

COOS BAY — Fire Warden Ivan Young said fire crews Tuesday night had put trails around and were mopping up a blaze which has burned 160 acres of timberland near here.

Young said that the fire was brought under control by an 18-man crew using a pair of bulldozers.

to continue indefinitely. It is a rare politician who can keep really close tabs on the makeup of his constituency from year to year.

What is happening, naturally, makes election campaigns infinitely more intriguing to the onlooker, though painfully uncertain for the politician.

More important, without any evident loss of stability in government, it introduces a "greater fluidity and flexibility into the American political system which serves well the cause of democracy. The age of political carapidity, of easy entrenchment in "sure" districts, appears to be fading.

In their restless moving about, Americans have got their society in ferment, no doubt of it. Probably there aren't many politicians who wouldn't like to see this popular game of political musical chairs called off for a while.

Hal Boyle

NEW YORK — There were only two men at the bar — one very fat and one quite slender — and they were strangers.

However, the fat man introduced himself, bought a couple of rounds, and soon he and the slender man were having as much fun as two microbes in a bowl of pudding.

They were, that is, until the slender man took the fat man by both lapels and said:

"You know, Al, I know it's none of my business, and I hate to poke my nose in another man's life, but why don't you do something about all that extra weight you're carrying? Don't you realize that packing all that fat around will bring you to an early grave?"

The fat man's booming laugh died. A frown spread over his face as he reached into his pocket and handed his new friend a letter addressed "To Whom It May Concern."

The slender man, a bit bewildered, opened the letter and read as follows:

Reveals Story
"Dear friend,
"Until now you have been a nice guy. But your last remark clearly shows you are one of those millions of unhappy people who try to reform their fellow man and make them a prisoner of their own particular brand of misery."

"You think that if I looked as badly fed as you do that I'd be happier. Please listen to my story."

"At birth I weighed 15½ pounds. I come from a fat family. My father (God rest his soul!) weighed 285 pounds when he died at 81 after outliving three bean-pole-shaped wives, each of whom assured him he was digging his grave with his teeth."

"As a boy I was too fat to fight, so, as a result, I never got my teeth knocked out and today I have all my own chompers. In college I was too fat to play football, so I never got any broken bones."

"After college I weighed 250 pounds and was so fat that no woman wanted to marry me. This enabled me to concentrate on my job—selling food sauces—and by the time I was 35 I had saved \$50,000 in cash."

"Then my dear uncle, who weighed 315 pounds, died at 79 (God rest his soul!) and left me another \$50,000. That gave me a firm and I sank it all into a firm that manufactured a new anti-fat pill. I was named president and the company prospered from the start."

Russians Snoop Policy Working

MOSCOW — The Soviet Navy's official newspaper said Tuesday that observation and communications crewmen on the cruiser Mikhail Kutuzov have been awarded excellence ratings for skill in detecting "snooping" Western aircraft and planes during the ship's voyage from the Baltic to the Mediterranean.

A Soviet Fleet correspondent aboard the cruiser had reported previously that the ship was forced to take evasive action to avoid a small craft running without lights off the coast of Britain. Western ships and planes were accused of attempting to provoke an international incident.

The correspondent, who devoted most of his dispatch to the intense political work being conducted among crewmen aboard the ship, said that both sailors and officers were complimented by the ship's commander as well as the Communist Party leaders who are conducting the shipboard seminars, lectures and rallies.

my \$6,000,000 into four per cent municipal bonds. They give me an income of \$240,000 a year—tax free.

"I now eat from four to seven meals a day, depending on how I feel, and I weigh 345 pounds and feel fine. I carry \$5,000 in my wallet at all times, just to be sure I won't ever have to go hungry. I sleep until noon every day, and can go anywhere or do anything I please."

Like His Bankroll
"I have 40 pairs of shoes, 50 suits, 150 shirts and 300 neckties."

"Perhaps, of course, I have missed something in life by remaining fat. On the other hand I have a 10-room air conditioned penthouse on Park Ave., 3 motor cars and 5 servants. If I want a date, all I have to do is pick up the phone and call anyone of a dozen beautiful chorus girls. They may, it is true, think I am a bit chubby, but they like my chubby bankroll."

"Well, friend, that brings my story up to date. And now, skinny, I am quite willing to hear your tale of joy. Please go right ahead and tell me how much more you've gotten out of life by counting your calories."

The slender man, his face red, folded up the letter, handed it back to the fat man, and silently walked out of the bar.

Payments Hiked For Veterans

WASHINGTON — President Eisenhower signed a bill Tuesday hiking monthly payments to about two million veterans with disabilities from service.

The increases, effective Oct. 1, range up to nearly 25 per cent in the case of veterans who are totally and permanently disabled but the rise will be about 10 per cent for most veterans getting the higher payments.

The cost to the government is estimated at nearly 167 million dollars for the first year.

In a statement, Eisenhower said he was signing the bill even though he felt it "inadequately compensates some veterans with more serious service connected disabilities while providing at the same time more than necessary increases to others."

Eisenhower also said that when Congress meets again in January he expects to send it "comprehensive proposals for veterans legislation."

Reader Opinions

Favors Museum Plaque To Honor Mrs. Waite

It was with deep regret that I read of the passing of Mrs. Eva Waite in the August 15th News-Review. I believe history has lost one of its staunchest advocates.

Mrs. Waite knew the value of preserving the history of an area for future generations. Her grandfather was the first territorial governor of our state, and she proudly remembered her heritage and worked to see it saved.

Mrs. Waite was of great help to me this session of Congress. She took an active interest in legislation before Congress which would amend Public Law 883 of the 84th Congress and return the Lillie Lela Moore real property to the City of Roseburg for the Douglas County Historical Society. She was, of course, an active society member.

I had hoped that I would be able to tell her personally that her efforts had been an important factor in the Moore bill's being reported favorably, as amended, from the Government Operations subcommittee. Circumstances have prevented that, but Oregonians of today and those of the future will have many occasions to remember with pride and fondness the work of this woman who brought added honor to her family.

I think it befitting that a plaque in her honor be placed in the Moore home, near those mementos that Mrs. Waite helped save for all of us.

Charles O. Porter
Member of Congress
Washington, D.C.

Permanent Fair Displays For County Given Boost

I want to express publicly my appreciation to Dick Turley and the Fair Board for the magnificent presentation accomplishment of the 1957 Douglas County Fair.

We are indeed blessed with fine leadership to have developed a county fair to the stage of ours in so few years.

Perhaps the State Fair is a bigger affair in terms of numbers of people attending, in acres of ground covered by its displays and facilities, but the over-all showmanship, integration and quality of display of the county fair could not possibly be matched. We have a real top-notch going concern here that we can all be very proud of.

I hope that the "powers that be" can see their way clear to allow Turley and the Fair Board to put into effect their plans for permanent displays at the Fairgrounds, similar in concept to the Calico Garden.

We are the luckiest town in the Northwest that the Highway Commission decided to build the highway right past our beautiful Fairgrounds. I'm of the opinion that permanent summer attraction such as the contemplated native animal show, gardens and travel town, as well as other attractions, such as museum of history, museum of the logging and lumbering industry, a pony ring for children, and perhaps stage coach or wagon rides up into the foothills of Mt. Nebo, complete with western-costumed drivers, hold-up men, and a few wild Indians to attack the wagons along the route, would stop five out of ten tourists traveling the highway, particularly those with children in their cars.

We have the place, we have the right kind of leadership at the fairgrounds. Let's all encourage them, and everyone else who has anything to do with keeping up the good work.

Alan Knudtson
1153 S.E. Main St.
Roseburg, Ore.

VOTES REPORTED

WASHINGTON — Here is how Pacific Northwest senators voted in the 45-30 roll call vote Monday by which the Senate rejected an amendment by Sen. Dirksen (R-Ill.) to the FBI files bill to strike out reference to federal rules of criminal procedure.

For the amendment: Sen. Dworshak (R-Idaho); against: Democratic Sens. Jackson and Magnuson of Washington and Morse and Neuberger of Oregon.

FIFTH POLIO CASE
OREGON CITY — A five-year-old Clackamas County boy stricken with bulbar and spinal polio is in a Portland hospital. The boy had not had Salk vaccine. It is the fifth polio case reported since shots.

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