

The Cottage Grove Sentinel

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COTTAGE GROVE, LANE COUNTY, OREGON, FRIDAY, AUGUST 3, 1922

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PROPOSED TRACT FOR HOME PLEASES YEOMEN

2000 Acres in Delight Valley Neighborhood Is Site Cottage Grove Offers for Orphanage.

A tract of 2000 acres, including the Harding, Powell and Baught ranches in Delight Valley, was found particularly favorable to the representatives of the Brotherhood of American Yeomen who were in Cottage Grove Tuesday looking for a location for the prospective national children's home of that organization.

The party viewing the site offered by Cottage Grove included A. M. Farmer, national secretary of the children's home; Mrs. A. M. Farmer, J. H. Ezell, of Salem, state manager of the lodge; W. F. McCracken, of Eugene, county manager; M. J. Duryea, field secretary of the state chapter of commerce, and the local committee, composed of M. H. Anderson, C. A. Bartlett and E. C. Lockwood.

This site is particularly acceptable because of its accessibility to Pacific highway. Other requirements, among which are moderate climate, pure water supply, good drainage and some timbered land, are admirably filled by this tract. Within a short time three tracts out of a large number viewed in this state will be selected by the traveling committee to enter competition with other states bidding for the home.

Two million five hundred thousand dollars will be spent on the home, which will be built on the cottage plan, several cottages being erected to house the inmates.

While on the visit to Cottage Grove the party was presented with a box of fine Lambert cherries by Mr. Anderson. This sample of the excellent fruit raised around this city was another point in favor of Cottage Grove as a location for the home.

BOYS BREAK CAMP AFTER TWO WEEKS ON ROW RIVER

Thirty-eight boys who had spent two weeks at the Y. M. C. A. summer camp on Row river passed through Cottage Grove Monday afternoon with W. F. Walters, boys' secretary of the Eugene Y. M. C. A. on the way to Eugene, leaving broken camp that day. The boys reported a splendid outing, particularly on their two-day hike through the Bohemian district. Starting a week ago Monday morning they went up Sharp's creek by way of Mineral to Glenwood, where they spent the night. Tuesday they visited the Vesuvius, the Music and the Champion mines.

Three Cottage Grove boys attended the camp, Wayne Vetch and Robert Galloway remaining a week, and Brewster Mills remaining for the entire time.

FRUIT SHOULD GET SECOND SPRAY FOR CODLING MOTH

A reminder that it is now time to spray for codling moth has been issued by C. E. Stewart, county fruit inspector, as follows:

"It is now time to apply the second spray for codling moth. Use two pounds of dry lead arsenate to each 100 gallons of water. Do not use lime-sulphur solution with this spray. Great care should be taken to cover all parts of the fruit as the second brood of moth will be more plentiful this season than usual."

JUNE 30 IS DATE SELECTED FOR NO-MORE WAR SUNDAY

Ministers of local churches have been requested to cooperate in the No-More-War demonstration to be held all over the country July 29 and 30 by preaching sermons against war and Sunday. Ten nations of Europe and the United States are joining in this movement against future armed conflict. The plans of No-More War leaders include the bombardment of the president and congress with messages against war and the posting of No-More War placards on the morning of July 29.

150 ATTEND ANNUAL MASONIC AND EASTERN STAR PICNIC

About 150 persons enjoyed the annual picnic of the Masonic and Eastern Star lodge Monday night on Cedar creek, eight miles south of the city on the London road. Each family brought a well filled basket of good things to eat and ice cream and coffee were furnished by the joint committee in charge of the affair. A large number of invited guests enjoyed the picnic with the members of the two organizations.

RESIGNATIONS OF THREE TEACHERS ARE ACCEPTED

The resignations of three teachers were received and accepted this week by the board of directors of the Cottage Grove schools. They were those of Mrs. LaVina Woodward, elected to teach the fifth grade, Miss Violet Damon and Miss Hazel Bogard. Miss Damon will go to Klamath Falls and Miss Bogard will get married.

Skillsing Go to California.

William Skillsing and sons William Jr. and John left Wednesday for Berkeley, Calif., to join Mrs. Skillsing and the two smaller children, who have been there several months. Harry, another son, will remain here to attend school. The Skillsing family came here from Eugene eight years ago. Mr. Skillsing having charge of the Cottage Grove laundry from that time until a few months ago when the business was sold to J. D. Wirth, and taking an active interest in civic affairs.

Word has been received by Mrs. William Turk of the birth of a daughter to Mr. and Mrs. H. A. McCormack, of Portland. Mrs. McCormack was Christine Turk before her marriage.

TRIPLETS AND TWINS SEEM TO BE BECOMING HABIT IN COTTAGE GROVE COUNTRY

That portion of the famous, fertile, fruitful Willamette which is located in and about Cottage Grove never does things by halves. The famous Palmer triplets seem to have set an example which even the fruit trees are endeavoring to emulate. A late Duke cherry tree on the Bartlett Johnston place has produced a set of triplets and threw in a set of twins for good measure. They are just as rosy checked and just as luscious as the Palmer triplets but Mr. Palmer says they are not nearly so perfect in form. The fruit on this late Duke is of unusual size. In fact the entire cherry crop in this section has been a good one this year.

Mrs. Shade Burcham brought a small branch from a Bing cherry tree to the city a few days ago. On the branch, which was 14 inches in length, were 131 fine luscious cherries, the count being made by the entire Sentinel force, which voluntarily appointed itself a committee for the purpose. It may be added that the committee led a "hand-to-mouth" existence for some little time thereafter.

A merchant reports that even the shipped in fruit is getting the habit. Siamese twins having been discovered in a bunch of bananas.

LOCAL POWER PLANT PUT INTO USE SUNDAY

Cottage Grove, Eugene, Albany Furnish Electricity to Large Portion of Valley.

Cottage Grove's electric light plant, which furnished this city with light and power until connection was made with the Mountain States Power company's line last week, helped furnish power for the central and southern parts of the valley Sunday while the plant at Springfield was closed down for repairs. Use of the Cottage Grove, Eugene and Albany plants was necessary to take the place of the Mountain States power.

The plant here has been used to serve local patrons only in the day time since the city was connected with the Mountain States line last week. Mountain States power was resumed Sunday afternoon after having been shut off only a few hours.

SAGINAW.

(Special to The Sentinel.) July 25.—Rev. and Mrs. Large and son, of Eugene, visited at the J. A. Burgess home Saturday evening. Bartlett Johnston and family were in the Grove Thursday.

Miss Blanche Frazee visited over Friday night in Cottage Grove with her cousin, Ruth Tarr.

Glenn Scott, returning Thursday evening from Portland, where he took his little daughter Glennie for medical treatment, stopped and spent the evening at the home of his mother, Mrs. A. E. Scott.

E. E. Whitely went to Salem Tuesday for medical treatment.

The Otto Vaughn family, of Mount View, spent Friday evening at the F. T. Benston home.

Mr. and Mrs. F. T. Benston and daughter motored to Monroe Sunday.

Mrs. C. J. Queener and son Ed were in Eugene Friday.

Mr. and Mrs. George Benston and children, en route from their home in Payallup, Wash., to San Francisco, visited Friday at the F. T. Benston home.

The rock crusher has closed down for some necessary repairs.

Ed Queener and Her Tucker left Monday for Myrtle Creek, where they will be employed.

C. J. Queener and Hubert and Terry Moody have gone to Myrtle Creek, where they have employment with the Compton paving company.

Mr. Gearhart, who recently arrived from California, is doing carpenter work in Cottage Grove.

E. F. Petet, who recently arrived here from Vallejo, Calif., has purchased the W. L. Leonard place and will occupy it at once. Mr. Leonard has moved into the Adney house temporarily.

Mr. and Mrs. Bartlett Johnson and Mr. and Mrs. Gray attended the union service in the Grove Sunday evening.

Mrs. Ben King and son Royal visited Wednesday at the home of Mr. King's son, Mrs. J. A. Burgess.

W. F. Briggs and family have gone to Roseburg for the rest of the summer. Mr. Briggs and his sons being employed there with the Mountain States Power company.

Miss Flossie Mathis, of Eugene, is visiting for a few days at the home of her parents, Mr. and Mrs. O. Knight.

MOUNT VIEW.

(Special to The Sentinel.) July 24.—Mrs. Andy Sears sustained a serious injury to her ankle Saturday noon. When jumping from a wagon to the ground her ankle turned and broke one bone in the joint as well as spraining the ankle severely. Mr. and Mrs. Sears, who have been here two months visiting at the home of Mr. Sears' mother, Mrs. Amanda Sears, had expected to leave within a week by motor for their home in Florida, but the trip will be postponed until Mrs. Sears is able to travel.

Harry Rennie, Mr. and Mrs. George Foster and E. R. Burnside, all of this city, and Mrs. Jennie Tunison, of Toledo, O., are planning a motorcycle trip to Corvallis for the week end, leaving either Saturday night or Sunday morning.

Corvallis and Newport Entertain Rollicking Frolicking Scribes, Local Editor Is President

Elbert Bede, editor of The Sentinel, was reelected president of the Oregon Editorial association at the session held July 21, 22 and 23 at Corvallis and Newport. He served one term nine years ago and was again elected a year ago at Bend.

Hal E. Hoss, Oregon City Enterprise, active and aggressive secretary, also was reelected. Editor Potwin, Albany Herald, was elected vice president. Hood River was selected as the next convention city.

The popularity and influence of the association, probably the strongest business organization in the state, was made apparent at the recent session when the communities doing the entertaining turned themselves upside down to entertain the scribes and inside out to feed them.

Full stomachs are said to keep humans feeling happy and that may be the reason that never before was a more completely happy crowd ever gathered together in the history of the state since the dry lid was clamped on.

The attendance was much the largest in the history of the association and those present were repaid with probably the best business program which ever has been given and with social features never surpassed.

The session got started off right and the boys had plenty of pep at the end of the third day, when the session closed with the singing of "Hail, hail, the gang's all here," and other classical numbers.

Corvallis, the agricultural college city, did its best to keep the visiting editors from spending any money. They were bunked in a sorority house and fed and banqueted at other buildings upon the campus. The feature of the Corvallis entertainment was the banquet Friday night.

The Corvallis chamber of commerce chartered a special train to carry the Editorial party to Newport by the sea, where a sea food banquet was served Saturday night, the party having been previously received by the band and official cars to take them to hotel accommodations. Everything on tap was free and dignified editors of Oregon's leading family journals vied with the youngsters in tripping the light fantastic, in breasting the bristling waves and in disputing themselves in the new astrotorium, which the editors were led to believe had been erected particularly for them.

Students of Oregon Agricultural college issued a special edition of "The Type Louse," in which prominent editors were done in pointed paragraph, rhyme and cartoon, and special editions of "The Mermidon" were issued spasmodically upon the train both going and coming. The copy which the editors prepared for the sporting edition of this short-lived sheet seemed not to

be of the class which had won them fame in their home towns. The total attendance was about 200, but only a few of these would have been recognized as editors as they rollicked and frolicked to and from and upon the Newport beaches, where pictures were taken which never will be displayed upon the walls of their sanctuaries at home.

Of course it was to be expected that Corvallis would do itself proud in the social features, but the college city rather outdid itself. The splendid and magnificent college buildings, plain but substantial, made a fine setting for the sessions of the association. Possibly it was the college spirit which got the editors going and kept them going. At any rate, no other kind was on tap, even though a large key, said to be a master key to all the college buildings and to all the pretty homes upon the miles of paved streets was presented to the association. The college spirit is having a hard time, due to the fact that accommodations are meager for the large number who wish to attend college. The amount imbibed by the editors may relieve the situation somewhat.

The Corvallis editors were in large measure responsible for the unusual success of the convention. Ingalls toastmastered all the functions. Hard put pep into the business program. Moore, as the mayor of the city, proved himself a welcomer of no mean ability. Harrison kept the vaudeville going, while Frost came a long way from putting a damper on anything.

Newport, being a summer resort, has but a small resident population, which made its entertainment all the more remarkable, and in its way the seaport town almost outdid Corvallis. Newport probably has the greatest number of natural attractions of any summer resort of the state and its beach is the equal of any. The people there no longer place any confidence in the mousetrap theory. They waited for years for the outside world to make a beaten path to their doors. Now they are carrying the beaten track to the outside world and with a highway that puts it within a few hours of the valley and Portland, the number who will summer there will be increased by many thousands. Roosevelt highway, to bring other thousands, is a certainty of the future. With the live community club on the job to the extent that it was during the visit of the editors, there is no longer any doubt of the future of this embryonic Long Beach or Atlantic City. Visitors in the city with money to spend were even put aside that the editors might be accommodated with free trips onto the ocean. To show that they were alive, the Newporters got away with the key which had been presented to the editors by Corvallis.

Tales of the Town

Mrs. William Norman and children and Mrs. Norman's mother-in-law, Mrs. W. A. Norman, who had been visiting at the home of Mrs. William Norman's parents, Mr. and Mrs. John Bartels, returned Monday to their home in Tillamook.

The Reverend Mr. Forrester arrived recently from Alberta, Can., to take up the pastorate of the Free Methodist church in this city. A series of meetings conducted by Rev. Free, of Ashland, has just been concluded.

Mr. and Mrs. Clarence Neal returned to their home at McMinnville Tuesday after having visited since Sunday at the home of Mrs. Neal's uncle, S. C. Vetch. Mrs. Neal was Miss Margaret Thomas before her marriage.

Mrs. Simpson Hamrick, Mrs. W. L. Darby, Mrs. Louise Keston and Mrs. D. C. Bosley will be hostesses this week for the regular Wednesday afternoon meeting of the ladies' aid society of the Methodist church.

Mrs. Lulu Stone, accompanied by Flora Stone, Kenneth Fisher and Kittie Jane Casey, all of Stockton, Calif., is visiting for a couple of weeks at the home of her parents, Mr. and Mrs. Myron McGee.

Mrs. Maud Bartholomew and two children Betty and Jean have returned to their home in Portland, after spending a week at the home of Mrs. Bartholomew's parents, Mr. and Mrs. W. H. Blair.

J. F. Allison, of Portland, was in Cottage Grove over the week end, the guest of Miss Ruth Stewart at the home of the latter's parents, Mr. and Mrs. C. E. Stewart.

Mr. and Mrs. R. A. Melick and children and Clarence Dresser, of Oroville, Calif., are visiting at the home of Mr. Melick's mother, Mrs. Eli Cochran.

Ves Wallace, of Sacramento, brother of John and William Wallace, is visiting with relatives and friends in Cottage Grove for a couple of weeks.

Mrs. Catherine Horner, who had been visiting at the home of her niece, Mrs. C. E. Umphrey, left Monday for her home in Sioux City, Ia.

Mrs. William Ross, of Portland, has been a visitor this week at the home of her parents, Mr. and Mrs. J. A. Ellidge.

Miss Ruth Stewart has returned from Eugene, where she attended the summer session at the University of Oregon.

Mr. and Mrs. W. L. Matlock, of Gresham, spent the week end at the home of Mrs. Matlock's brother, J. V. Stewart.

Mrs. D. H. Rempel has arrived from Council Grove, Kan., to join her husband. They will make their home here.

C. A. Bartlett went to Wapinita Saturday to attend the funeral of a friend, Mrs. Dee Woodside.

Tales of the Town

Elbert Bede and daughter Ruth returned Sunday night from Corvallis and Newport, where the annual convention of the Oregon State Editorial association was held this year. A special excursion to Newport on Sunday was one of the features. Mr. Bede was reelected to serve as president of the state body for a third term.

Mr. and Mrs. H. B. Nickerson and Elmer Palmer, of Elk River, Minn., spent Friday night and Saturday visiting at the R. S. Trask home. Mrs. Trask, who is spending the summer in Minnetonka, was visiting in Elk River on the same day the Nickersons and Mr. Palmer were visiting here.

Carl F. Palmer, who has been associated with the Fair store during his residence in this city, has returned to Portland to make his home. Mrs. Palmer and their triplet sons, born recently in Portland, are in that city.

County Judge C. P. Barnard, Commissioner M. H. Harlow and County Road Inspector P. M. Morse were in Cottage Grove Monday inspecting the grading and road work being done on the Eugene-Lorane highway.

Miss Ruth DeLong, of the clerical force at the First National bank is spending her vacation in Portland at the home of her sister, Mrs. Woods.

Miss Marie Jones has returned to her work in Eugene after spending her vacation here at the home of her parents, Mr. and Mrs. J. I. Jones.

Orre Davis, of Lorane, has been added to the staff of mail carriers. He has been assigned to the east side route.

Robert Jones, Dale Hawkins and Harry Lammers attended the Thye-Furness wrestling match in Eugene Monday night.

M. H. Anderson and E. C. Lockwood attended a meeting of the Brotherhood of American Yeomen in Eugene Monday night.

F. H. Allison has resumed his duties in the barber shop after a two weeks' vacation spent at various valley points.

Mrs. R. B. Wilson and son Mert returned Sunday night from Newport, where they spent a short vacation.

F. H. Morlan has rented the O. F. Thiel property on the east side of the city and will make his home there.

The L. R. Olsen family left Monday for Tacoma to visit relatives and friends.

A 10 pound son was born Monday to Mr. and Mrs. J. B. Mosby, of Dorana.

Miss Marie Miller, of Salem, is visiting with her sister, Mrs. C. A. Bartlett.

Mr. and Mrs. Joe Staleup left Sunday for San Francisco to reside.

Charles Hanna left Monday evening for Portland.

HIGH BARBERING PRICES NO LONGER EXCUSE FOR UNCUT HAIR AND UNSHAVEN FACES

Long-haired fanatics are barred in Cottage Grove.

In order to aid in cleaning up the city and the domes of its citizens, the barbers have slashed the price of hair cuts to 35 cents. More than that, no one longer has an excuse to say that he didn't have time to get to a barber shop, for they are now open to all hours of the night.

Those who have said that the 50-cent price of a hair cut was what made them fanatics and long-haired, are now expected to immediately take advantage of the two-bit hair cut, which is said to be in every way the equal of the former four-bit article.

Shampoos, shaves and other tonorial operations are also two bits, having been reduced to that figure, of left there if that was the former price.

This action on the part of the boss barbers was brought about by the opening of a cut-rate and all-night shop.

LARGE CROWDS SEE FORD DEMONSTRATIONS

Parade Will Be Held on Morning of Butchers' and Grocers' Picnic; Oldest Car Wanted.

Crowds witnessing the demonstrations made by the Ford and Fordson caravan now touring southern Oregon have grown constantly larger with each showing, according to reports from the towns in which the exposition has already stopped. Beginning at Ashland and working northward the caravan will pass through Cottage Grove the end of this week going to Eugene. It will return to Cottage Grove for a showing August 3, the day of the big Lane county butchers' and grocers' picnic.

An interesting feature of the caravan is the Ford parade which will be given in this city. Every Ford owner in the community is asked by Cottage Grove to participate in a Ford parade in this city at 10 o'clock next Thursday morning. The most ancient and venerable Ford car or truck in the community will be accorded a position of honor in the line of march. Farmers driving into the city with their families are invited to fall into line in the parade.

Demonstrations will be made in Cottage Grove all day and during the evening of the day of the big celebration.

COUNCIL WILL LOOK OVER NEW INTAKE SITE

Logging Operations About to Start Necessitates Selection of New Base of City Water Supply.

For the purpose of selecting a location for a new intake, members of the city council will spend today near Rujada, where the present municipal water intake is located on Prayther creek. Selection of a new intake has been made necessary by the fact that a number of lumber companies in the vicinity will begin logging operations on Prayther creek this fall.

Immediate location of a new intake is not necessary and the council will consider a number of places in that vicinity before making a choice. Logging on the land along Prayther creek will be started in about six months, officials of the lumber companies have informed the council.

The city has the water right on the Dinner creek watershed at present and plans to build there when its finances will permit.

Oregon Roads Best in West.

Oregon roads are the superior of any in the west, according to Mrs. George J. Woolferts, of Aberdeen, S. D., who, with two daughters, visited during the past week with Mr. and Mrs. F. W. Jacobs. The Woolferts are touring the western and southern states by motor and left Sunday for California. Mrs. Woolferts is the wife of State Senator Woolferts of South Dakota.

Sweet Pea Vine Is Giant.

A sweet pea vine which grew 94 inches above the ground and with an eight-inch root under ground was brought to the Sentinel office this week by Mrs. Orin Robinson. These sweet peas received practically no cultivation and were seldom watered during the season. The seed was planted last October, which, it seems, must be the proper time to plant sweet peas.

Cannery Makes First Shipment.

The first consignment of mixed fruits sent out this season from the local cannery was shipped to Portland this week. The framework for the new addition to the cannery buildings is going up this week and increased floor space is being rushed to completion to accommodate the added business being handled this year by the plant.

Rogers' License Suspended.

The chauffeur's license of Percy Rogers, local jitney driver who figured in a collision a short time ago with a car driven by Paul Blakely, of Los Angeles, has been suspended for a year by Secretary of State Kozier.

Married 35 Years; Seeks Divorce.

Isaac Goff has instituted suit in the district court for a divorce from Sallie Evelyn Goff, and seeks the care and custody of their two minor daughters. They have been married 35 years.

AUG. 3 WILL BE HOLIDAY ALL OVER COUNTY

Wrestling and Other Sports, Music and Dancing Will Be Features of Big All-Day Picnic.

Preparations are progressing rapidly each day for the big Lane county butchers' and grocers' picnic here August 3 for which 10,000 people are expected to come to Cottage Grove. Workmen have been cleaning up the Scarbrough grove and have this site for the picnic ready for the event. Stores all over the county are expected to close so that employers and employees may come.

Both Cottage Grove and Junction City reached their quota of the \$1000 necessary for financing the picnic some time ago, the finance committee reported at a meeting of committees in Eugene Monday night. Eugene reported a deficit of \$100 in the quota assigned to that city.

Five steers will be used for the barbecue, and meat, bread and coffee will be furnished free by the butchers, grocers and merchants to all who come. Serving of the meat and coffee will start at 11:30.

Ralph Hand, of Cottage Grove, and George Barnes, of Eugene, will wrestle as a special feature, and there will be a baseball game between the Cottage Grove merchants and the traveling men. Horseshoe pitching is also being provided for.

The street parade will start at 10 o'clock.

A 16-piece band will furnish music throughout the day and at night will play for those who wish to dance.

Free transportation from Eugene is being provided all those who wish to attend from that city.

Cottage Grove stores will close at 10 o'clock and there will be no deliveries on that day.

CAMP FIRE PERMITS NEEDED IN FOREST RESERVES

Due to the forest fire situation in Oregon, the forestry department has issued an edict requiring permits for the building of camp fires on national forest lands. The order is effective immediately and forestry employees have been instructed to rigidly enforce the new rule. Application for permit should be made to local forestry officials. Season permits will be issued to regular users of the forests, such as men in charge of livestock and going operations in the national forests. It specially prepared forest camp grounds, however, where there is a forest officer in charge, no permit will be required.

STEWART WINS RIGHT OF WAY CASE FROM PORTER

In the case in which Josiah Porter sued for certain right of way for irrigation purposes through the property of C. E. Stewart on Mosby creek, Stewart was given the decision in the case instead of Porter as was announced in last week's Sentinel. Porter must run the water through where Stewart had previously offered him right of way instead of where he sued for, must build cement ditches and must bear all the expense of construction, by the court's decree, whereas Stewart had previously offered to pay half of the expense if Porter would use the right of way offered him.

DIRECTION SIGNS PUT UP BY PRESBYTERIAN CHURCH

Thirty large black and white wood signs will be erected within a few days by the Presbyterian church at various points along the highways about Cottage Grove, reminding people of the church and also showing the distance from each sign board to the city. The signs are attractive and catch the eye easily pointing out the way to tourists and travelers as well as reminding people of the Presbyterian church.

Mrs. W. J. White has gone to The Dalles to attend the state convention of the American Legion. Mrs. White is one of the state officers of woman's auxiliary to the legion.

F. A. TRUE, OF BROADBENT, FIRST TO USE NEW HIGH- WAY OUT OF CITY SOUTH

The distinction of having been first to pass over the new highway out of the city to the south fell to Fred A. True, of Broadbent, in the Coos Bay country. Mr. True, who is a merchant, had been to McCreddie springs on a vacation of two weeks and was on his way home by motor. With him were Mrs. True, their two children Frank and Frances; Mrs. Bernard Glick, of San Francisco, and Mrs. Owen Knowlton, of Oakland, Calif., sisters of Mrs. True, and Billie, small niece of the women. Members of the party had stopped for a few minutes' visit Tuesday morning at the Elbert Smith home at Fifth and Quincy, from which point south the highway barricade was removed just as they entered their car to drive away.

Mr. True, Mr. Smith and the George Myers family were former neighbors in Avoca, Ia.

—do you read other people's advertisements?
—of course you do; and you may bet they read yours; and they profit by your bargains just as you profit by their trade.
—tell them, through this paper, of your goods; then have your salesmen deliver the goods.