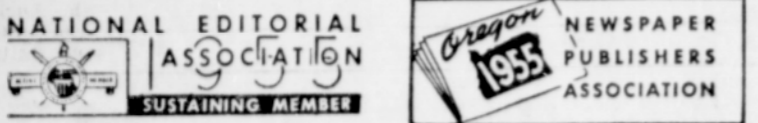


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W. C. Martin, Editor, Publisher
James Holes, Advertising Manager
Al Martin, News Editor, Phone 555, 526, 526-J
Dolly M. Ziegler, Society Editor, Phone 555, 556



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Today's Salesman an Asset

Yesterday a salesman took considerable of our time. We are not sure that we gave him our undivided attention because our mind was pre-occupied at the moment. However in spite of rather unfavorable circumstances for a hearing we gained one new idea about a production problem which has been of concern to us and the salesman may eventually get an order.

We began to realize that we give considerable of our time to salesmen each week. Yet without their services of supplying new methods and new equipment we would be doing business as we started out 25 years ago. Probably without benefit of judicious utilization of the services of salesmen we would be out of business, or hopelessly behind the times.

No set method or testing procedure has been determined as the method for selecting salesmen. One large company states that in salesmen it looks for stability, industry, ability to get along with others, loyalty, perseverance, self-reliance, leadership, high degree of maturity, good motivation (what does he want out of life?), favorable domestic situation (childhood and present); and health.

Salesmen have more to do with keeping our economy in high gear than politicians. While we sometimes find that they take our time, second thought is that they are important to maintain our business economy.—News-Times, (Ore.) Forest Grove.

What's Education Worth?

We are going into the month of decision for millions of young people. Thirty or fifty years ago the decision was easy: "It will PAY you to continue your education!"

Now the "PAY" part of it (the greatest appeal to most Americans) is less certain. The really high-pay jobs are mostly for the educated, but in the ordinary town and country run of folks, the uneducated laborer who happens to hit the right kind of work can make as much in two days as many educated persons can in a week.

But the really top jobs usually go to the educated. Few with only a grade or high school education go into the upper bracket executive positions. The competition is too great.

The greatest pay today, however, is not in money. An uneducated person may get a thrill and a feeling of happiness from owning and driving a 100-miles-per-hour car. He may get satisfaction from a garden; and a sensitive woman from flowers and nature. But the beauty of great music, the world's great books, the thought-provoking shows, conversation with a cultured person—the joys of these are lost for most of those who have neither formal nor self-education.

There are some who should never go past the eighth grade. There are some high school graduates who should never attempt university work. But a far greater mistake is not going ahead if you are fitted for more education. Give it more thought.—The (Pekin, Ind.) Banner-Gazette.

MYRTLE BEACH, S.C., NEWS: "Although the newspapers of the state each have their own characteristics, reflecting generally the communities they serve, there is one transcending principle by which they live — the desire to serve what they honestly believe to be the best interests of their communities, their state and their nation. . . . When the voice of the press and the voice of the people join in a common crusade, public opinion—that fountainhead of power in our free nation—reaches its greatest effectiveness."

NORFOLK, VA., TIMES-ADVOCATE: "Seems a pity, but more than a million American kids are making the mistake of their lives this week. . . . They're passing up the chance to finish out high school. Why all this hullabaloo about high school? It's not the dates in the history books or the names in geography you learn, although those may help. High school trains men and women to think straighter, to think things out—an ability you pick up while you're figuring out the answers to tough questions."

WASHINGTON AND "SMALL BUSINESS"

By C. WILSON HARDER

Under Arthur Flemming, Office of Defense Mobilization head, a special committee has started study on a matter which in these days of creeping internationalism in Washington is considered a problem.



Here's the problem. When government buys defense materials, how far shall foreign manufacturers be protected in underbidding and taking the business away from Americans?

In short time C. W. Harder, ODM will buy \$65 million worth of emergency standard heavy machine tools.

But despite fact every penny will be paid from taxes on American business, labor and agriculture, no one in authority seems able to determine if American business and labor should get any of the work.

In depression 30's, Buy America Act provided U. S. bidders be given preference on federal orders. No definite rule was set, but common practice was to award to U. S. low bidder unless foreign bid was at least 25% under.

Not last December White House issued edict foreign bidders under lowest U. S. bidder by only 6% to 10% should get the business.

wreck U. S. protective tariff laws, public will again be treated to edifying spectacle of a government committee trying to compare bananas with coconuts.

For some strange reason, in past few years officials of Washington seem to have been working mightily to disprove premise that 2 plus 2 equals 4.

Actually, many foreign firms should be able to underbid U. S. concerns up to as much as 30%.

By law, the lowest wage a U. S. supplier can pay even a janitor is almost twice as much as a British competitor must pay a skilled machinist, and about 5 times what a Japanese competitor pays a machinist.

In addition, U. S. firms must under law pay for a lot of welfare trimmings such as social security and unemployment insurance, not to mention compensation insurance, local, state and federal taxes and other items.

It is comparable to one horse in a race carrying usual size jockey, another horse carrying a 300 pound rider.

Actually, present thought carried to logical conclusion should result in all U. S. military supplies being made by foreigners plus staffing armed forces in all ranks completely with lower priced foreigners.

Although eventually sacked by barbarians, no one can accuse the Old Romans of inconsistency. Eventually when it came to matters of defense they went whole hog on the question of depending on foreign mercenaries.

Washington Calling . . .

By Richard and Maurine Neuberger

PORTLAND'S PIONEER POSTOFFICE I have asked the General Services Administration to consult with the National Archives and the Architect of the Capitol before Portland's Pioneer Post Office is put on the auction block. This is the only office in downtown Portland which is at all symbolic of the area's historic past. If it is torn down to make way for a parking lot or department store, it never can be duplicated. That part of Oregon's rich history will be lost for all time.

Boston and Philadelphia are examples of Eastern cities which have preserved memorable buildings and made them into rich museums of what went into the making of this country. Before the wreckers' crowbars go to work on the Pioneer Post Office, I believe experts in history and architecture should advise the government whether or not an irreplaceable landmark is being destroyed.

Although President Eisenhower has directed his cabinet officers to get little-used federal property into private hands so it can be placed on the tax rolls, there is something to be said for preserving open space in a city of pavement and concrete.

A UNIVERSAL OLD-AGE PENSION

Doctor Francis E. Townsend is scheduled to visit Portland the end of October. I spent a fascinating hour talking with him in my office in February. While I do not agree with every phase of the Townsend Plan, it is self-evident that Doctor Townsend has done more than any living American to awaken this nation to the need for an adequate standard of old-age security. Some day there will be a universal old-age pension in this nation, the richest on earth. It is coming as surely as night follows day because our people will demand such a step. When that happens, Doctor Townsend will deserve much of the credit. Already Canada, a much smaller country in population, is paying a national old-age pension regardless of need. We have much to learn from Canada in the way of social welfare legislation—Family

allowances for children being another example of the humanitarian advancements in the land which Kipling called "Our Lady of the Snows."

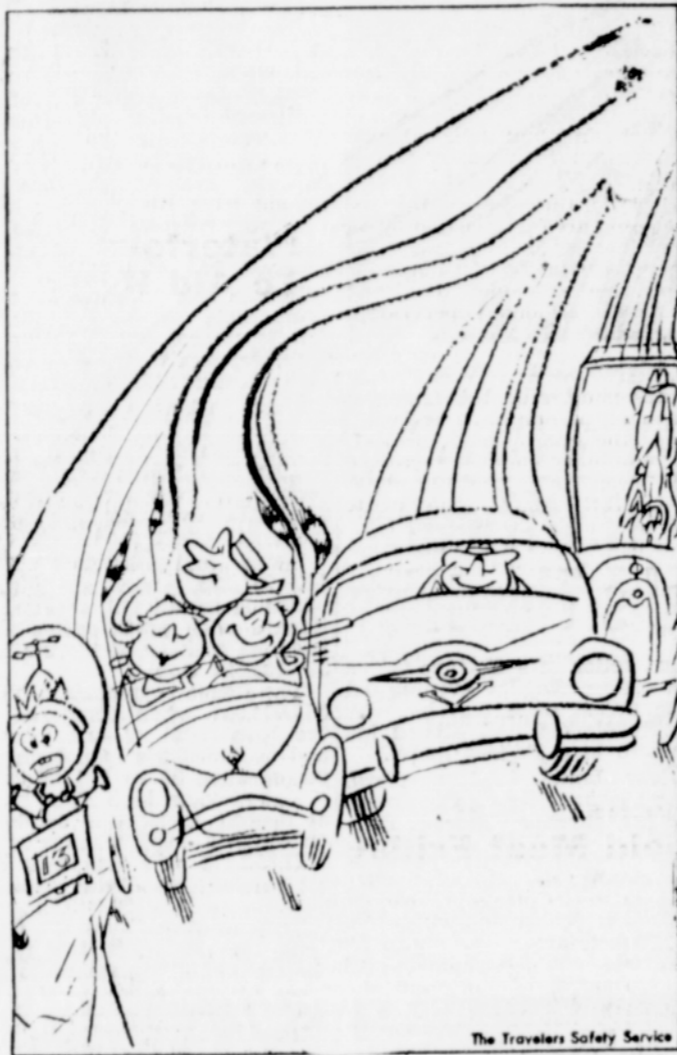
A constituent in Josephine county writes to ask why I think "the Democratic Party is so perfect." The answer is that I don't. The Democratic Party has many imperfections. What political party hasn't? I did not pick the Democratic Party for my membership when I became 21 years old because I believed it was inflexible. I picked it because I felt it was more adaptable to human needs than the Republican Party—that's all. I am still of that opinion, and thus I am still a Democrat. There is no difference between Democrats and Republicans as human beings and as children of the human race. I have no personal feelings against any Republican. I don't think politics should spill over into personal bitterness or malice. That would be foolish. Americans can disagree on political questions and still respect each other's integrity, patriotism and loyalty.

OBSERVANCE OF CONSTITUTION DAY

On September 17, 1787, the Constitution of the United States was ratified, establishing a basic governmental pattern which has been followed in this country to the present day. At the recent session of Congress, a concurrent resolution was adopted setting aside September 17 to 23 for nationwide observance of Constitution Week. This commemoration has special significance during a time when civil liberties are subjected to many stresses and strains. It serves the very useful purpose of calling to public attention the fact that America's greatness is partially derived from the guarantees of freedom established by the Constitution 168 years ago and expanded in the Bill of Rights which was enacted four years later. Constitution Week is not likely to become a period of great national celebration, but it is worthwhile to remind ourselves of fundamental values enshrined in our basic charter of government.

Who, ME?

by Robert Osborn



Although accidents are caused by drivers of all ages, young drivers are responsible for more than their statistical share. Only YOU can prevent traffic accidents!

Drain BPA Worker Burned in Mishap

The condition of James C. Stewart, 60-year-old Bonneville substation operator at Drain who was burned during a switching operation at the substation Thursday, was listed this week as "good."

Stewart was taken to Cottage Grove hospital, where he is now recovering. Hospital attendants said that he was severely burned on the arms, back and hips.

Stewart, who will be eligible for retirement in January, was alone at the time of the accident, but two passersby saw the early-morning flash from a 34,500-volt line. They found him unconscious and took him to Cottage Grove.

The area disrupted power to the Douglas Electric Cooperative for one hour and 45 minutes and to the city of Drain for 20 minutes while transformer fuses were replaced. BPA officials said they had not determined the cause of the mishap.

High School PTA Meets Tonight

The monthly meeting of Cottage Grove Union High School PTA will be held at 8 p.m. Thursday, October 20, in the library at the high school.

Speakers will be Mrs. Ruth Edwards of Eugene, president of the Lane County Council, PTA, and Mrs. Gwen Doty, also of Eugene, vice president of the Oregon Congress, PTA. They will discuss objectives of PTA and programing.

All parents of high school students and teachers are invited to attend.

Leon Carlton Arne

Leon Carlton Arne, 69, a former Cottage Grove resident, passed away at his home at Broad-Street, Oregon, Saturday, October 15. He was born at Alpena, S. Dak., July 16, 1886, and came to Oregon in the late 1890s.

Mr. Arne, a rancher and timber worker, never married. He was a member of Broadbent grade. Surviving him are several nieces and nephews.

Funeral services were held at Mills Mortuary in Cottage Grove at 2 p.m. Wednesday, October 19. The Rev. Sydney Gaither officiated. Interment was in the Cottage Grove Odd Fellows cemetery.

Too Late to Classify

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FOR RENT: One-bedroom home, close-in to Creswell, Ph. 275.

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FOR SALE: Westinghouse electric range four elements, and Maytag washer. Cheap, 636 S. Second St.

FOR SALE: Metal bed and springs, also oil heater. Ph. 410Y.

To give away, 3 female collie and shepherd pups, 7 week old. Ph. 1172/2 anytime except Wed. or Fri.

FOR SALE: M. E. Rototiller, like new. Apply after 5 p.m. weekdays or anytime Sunday. No. 1172/2 anytime except Wed. or Fri.

Berlin, Cultural Capital of Europe, Described; Former Cottage Grove Teachers Contrast with Red Zone

(Editor's note: Following is the second of two installments of excerpts from a letter from Mr. and Mrs. Verlin (Don) Odell in Germany, where he is teaching at an Army high school in Berlin. Both are former teachers in Cottage Grove, and the letter was written to their teacher friends here.)

Berlin is called the cultural capital of Europe. We are having the Berlin Festival here now, and artists, actors and musicians from all over the world are appearing. The N.Y. Philharmonic appeared four times (we saw them in "King Lear," which someone said is depicted in this week's Life magazine). The La Scala Opera company from Milan, Italy is here, and also the Theater de l'Atelier from Paris. Edward Steichen from the N.Y. Museum of Modern Art and his exhibit, "The Family of Man," are a part of the festival. The pictures were shown in Life a few weeks ago. There are many other attractions of the festival, including the local groups—the Berlin Ballet (which is leaving in October to tour the U.S.), the Stadtische Opera, the Berlin Philharmonic and the Pias Symphony orchestra.

There is an opera in Berlin every night. We have seen "La Boheme," "Tannhauser," and "Otello." We can get excellent tickets for only \$1.00 or \$1.25.

We have also seen a play at the new Schiller theater here—"Caesar and Cleopatra" by G. B. Shaw. We heard the 400-member choir from the Salt Lake City Tabernacle when it appeared here—and had eight encores! We went to the German Police show at the Olympic Stadium last Sunday. It included a great deal of band music, exhibition marching, gymnastics and demonstrations by the police, and an exhibition football game by the U. S. Army and an exhibition soccer game by the British Army.

The German Industrial Fair begins here this week. It is held near the Funkturm—Berlin's Eiffel Tower.

William L. Hopman

William Louis Hopman, a resident of the Cottage Grove area since 1902, passed away at his home on Cedar Creek, Wednesday, October 12, at the age of 83. He was born in Holland, January 29, 1872, and came to the United States as a young man.

On January 7, 1921, he was married to Eugene to Katie Willis. Mr. Hopman was a retired railroad engineer.

Besides his wife, he is survived by a son and two daughters, William F. Hopman, USAF; Mrs. Eva Wornstaff, Rockaway, and Miss Ada Hopman, Cottage Grove, and a granddaughter.

Funeral services were held at Mills Mortuary in Cottage Grove at 2:30 p.m. Saturday, October 15. Cottage Grove Lodge #51, AF & AM, conducted Masonic services. Cremation followed.

Michael J. Fuller

Michael James Fuller, two and one-half-month-old son of Mr. and Mrs. Wilbur Fuller of 1124 South Fourth street, Cottage Grove, passed away at his home Monday, October 17. He was born here July 28, 1955.

Besides his parents, he is survived by three sisters, Susan Rae, Judith Lynn and Deborah Anne, all at home; paternal grandfather, W. C. Fuller, Cottage Grove; maternal grandparents, Mr. and Mrs. E. E. Hartman, Olympia, Wash.; and many other relatives.

Graveside services were held at 2:30 p.m. Wednesday at Mt. Calvary cemetery, Eugene. Father H. J. Buckley officiated. Smith Funeral Chapel was in charge.

Roy Perkins

Roy Perkins, 82, of R. 1, Creswell, passed away Wednesday, October 19, at a Cottage Grove hospital after a long illness.

Funeral services will be announced later by Smith Funeral Chapel.

Glenn C. Cochran

Glenn C. Cochran, 77, a resident of this community since 1939, passed away Tuesday, October 18, at his home. He was retired.

He was married April 20, 1918, to Mabel Caldwell in Butte, Mont. Mr. Cochran is survived by his wife and by a stepson, Charles Hobbs, of Butte.

Funeral arrangements will be announced later by Mills Mortuary.

can use the Army buses free. We have not made any long trips yet. We may leave Berlin by rail or car whenever we wish, but have to apply seven days in advance for Russian translations or travel permits through the Russian zone. We may fly out without a permit, of course, by Pan-American or the French or British air line.

Our best to you all—Luella and Don Odell.

COMPOUNDING The NEWS

If you'd rather be right than be President, don't ever become a sports umpire or referee. Just keep an eye on the man with the whistle and you'll understand what we mean. The men who make the playing field decisions are bound to make mistakes occasionally—but when they're right they're half wrong. No decision ever looks exactly the same to both teams.

Whether it's baseball or football or some other sport, complaints are bound to be heard. The umpire has to have an even temper to go with quick eyes and nimble feet. His job is no soft touch. He often has to move around more than the players. Just like them, he has to anticipate the plays so he'll be in the right place at the right time. He has to use good judgment and make split-second decisions one after the other. So how about a salute for the referee . . . he earns it!

We see where safety experts claim that talking to yourself on a long auto trip is a good way to relieve fatigue and boredom. But if you hear answers . . . pull off the road and relax! We have the answer to your youngster's need for a new pen or automatic pencil for schoolwork. You'll find America's best known writing tools in our stock . . . and we carry complete stocks of fine stationery too, at

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