

The Oregon Statesman

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THE PSYCHOLOGY OF BUSINESS

The Rotary Club of the City of New York recently started a movement to create a spirit of optimism in the United States; to change the psychology of business to an attitude of hope and cheer and abounding faith, instead of that of doubt and hesitation and gloom that overspread it in a large measure some months ago—

Started to advertise prosperity.
 Millions of pieces of printed matter, including posters large and small, have been prepared and sent out all over the country. The language of one of the smaller attractive posters follows:

"BUY, BUILD, WORK
 and create a job
 for every man.
PROSPERITY FOR ALL.
 Rotary Club Members."

This poster is displayed all over California and many other states now, and it is beginning to be seen in and around Salem and will be displayed all over Oregon.

The idea has spread.
 The New York Rotary Club has been followed by Rotary Clubs all over the country, and by other organizations and public spirited companies and individuals—

And now hundreds of newspapers and magazines are taking up the work.

This campaign is bound to do a great deal of good, for it will surely "create a job for every man, prosperity for all," if the psychology of business can be changed to that attitude, and team work secured, from the top to the bottom of the business structure in this country, and from the councils of the nation at Washington down through all the political divisions.

The conditions are ripe for the greatest period of development in all lines of progressive endeavor ever seen in this country or in the history of the world—

And who can say that this great advertising campaign of optimism may not be the agency needed to get this golden period into full swing?

Have you caught the spirit of optimism for 1922?

Los Angeles had her first wet Christmas in nine years; and it was a near-flood. It either does not rain at all or it pours down there; mostly.

The world is full of opportunities for those who see. Nobody imagined anything could be made out of the Muscle Shoals project until Henry Ford saw the possibilities.

A few more large plantings of walnuts and filberts in the Salem district will fix Salem permanently as the nut center of the United States.

FUTURE DATES
 January 19-21—Fitz' Mardi Gras

Status; for the growth will be cumulative, once it is got to going in a big way.

Secretary Wallace has called a conference of farmers in Washington to be held in the near future. And the chances are they will not be satisfied with a "survive" followed by an adjournment sine die.—Los Angeles Times.

They are claiming that more individual homes were built in Los Angeles last year than in any other city in the world. They claim construction work on a new home begins in that city every ten minutes.

WEARY OF WAR
 Carter Harrison has been mak-

ing a cross-country tour of Germany, going into all the corners thereof. The thing he noticed most in comparison with other European countries was the scarcity of automobiles and decorations. The war seems to have fairly eaten up the buzz wafers and traffic officers, are hardly necessary—even in Berlin. While in France and Belgium most men appear to be wearing a button, medal or decoration of some kind, this is never seen in Germany. The once prolific iron cross seems to have entirely disappeared. No matter what may be the attitude of the monarchists, the rank and file of the German people are determined that there shall be no more war. France hardly needs to worry in that respect. The Germans do not want to see anything that suggests the former war spirit of the nation.

AN AMERICAN KING

Now there is gossip that Albania may have a New Yorker for king. Whether a son of Manhattan could iron out the troubles of the Balkans is to be doubted, but it at least might be tried. The timber is found in the person of Jerome Napoleon Bonaparte, a great-grandson of the Prince Jerome Bonaparte, who came to this country as an exile and married Elizabeth Patterson of Baltimore. He was afterward king of Westphalia and the Albanians are not averse to this stock. They have three high commissioners out looking for kingly material and several conferences are said to have been held with the New Yorker concerning his qualifications for the throne. He is a middle-aged business man of some fortune and an ambitious wife, to whom he was wedded in 1914. We can at least supply the world with queens, even if our kings are not satisfactory.

ALL CROOKED

Over \$3,000,000 of counterfeit revenue stamps and many thousands of labels in imitation of certain brands of rare whiskey were captured in a raid in Chicago the other day. The stamps and labels on most of the moonshine stuff are fraudulent. Few breakers of the amendment are getting what they think they are or what they pay for. A man who flirts with a bootlegger takes his life in his hand.

OUT OF PLUMB

The scientists are telling us that the North Pole has been dipping a bit and has been almost sixty feet out of plumb. Possibly that is why so many people have been going crooked of late.

SLOW IN PAYMENT

Native troops who fought four years for Germany in the East Africa campaign have never been paid a penny for their services, and Berlin is beginning to feel

WOMEN MUST HAVE PERMITS

Order Regarding Visiting is Issued by Soldiers' Home Superintendent

DEFICIENCIES VANISH

New Dormitory at State Feeble-Minded School is Named for Smith

In a communication to the state board of control, read at the regular meeting of the board yesterday, F. W. Riddle, superintendent of the state soldiers' home at Roseburg, informed the board that he had issued orders that no women be allowed to visit the inmates of the home without special permits from the superintendent.

BITS FOR BREAKFAST

The 1925 fair stands. Its backers will see it through, in some way or other.

The deadly submarine is to be made an outlaw. So agrees the Washington conference.

"Silly" is the word used by President Harding, instead of the short and ugly word that was employed by Roosevelt.

Sam Brown, the loganberry king and the evergreen blackberry monarch, was in Salem from his farm in the suburbs of Ger-vais yesterday. Mr. Brown says there is something doing in the berry industry every day of the year, though things will not be rushing till towards spring, when cultivating will have to have attention. In his evergreen blackberry plantation, the rains drove out the workmen, so that training was not finished last fall, and this has to be done now—between showers. Mr. Brown says there is every indication at the present time and there will be a big crop of berries in this district the coming season.

It is not whether you are in favor of dry laws. It is whether you want to set the example of being a law breaker. There can be no two sides to such a question.

It is the day of the city. The highwayman, the bandit and the swindler who works those "who do not read the papers" finds better picking in New York than he ever did among the countrymen.

Myers of Crook County Chosen by Superintendents

The State Association of County School Superintendents, now in session here, yesterday elected J. E. Myers, superintendent of Crook county schools, as president of the organization. Mrs. Twyla Head Ferguson, Klamath county superintendent, was elected vice president, and Jostan Willis of Polk county was elected secretary.

Comments received from superintendents of the several state institutions relative to an organization of the superintendents, suggested by Secretary of State Kozar several weeks ago, were all favorable. It is left for the superintendents to work out if they wish to go ahead with the plan. Mutual exchange of ideas for the general benefit of the institutions would be the main purpose.

Myers Questioned
 J. F. Myers, superintendent of the state employment institution for adult blind in Portland, was questioned about certain complaints that have been received concerning the management of the institution, mainly from inmates who have become dissatisfied. Mr. Myers' lot of some internal dissension that has arisen, and in the main action he has taken or contemplated in several cases, was approved by the board. At least two of the inmates doubtless will be required to leave the institution.

STATE CHARGES ARE SET FORTH

Efforts Will Be Made to Prove That Len Small Profited Hugely

WAUKEGAN, Ill., Jan. 5.—(By the Associated Press.)—The state

REP PEPPER HEAT STOPS BACKACHE

The heat of red peppers takes the "ouch" from a sore, lame back. It can not hurt you, and it certainly ends the torture at once.

When you are suffering so you can hardly get around, just try Red Pepper Rub, and you will have the quickest relief known. Nothing has such concentrated, penetrating heat as red peppers.

Just as soon as you apply Red Pepper Rub you will feel the tingling heat. In three minutes it warms the sore spot through and through. Pain and soreness are gone.

Ask any druggist for a jar of Rowles Red Pepper Rub. Be sure to get the genuine, with the name Rowles on each package.—Adv.

will attempt to prove at the trial of Governor Len Small that he, with Vernon Curtis, the late Edward Curtis and Lieutenant Governor Fred E. Sterling took \$335,000 of state funds and retained it for their personal and private property and the property of others unknown.

This is the substance of the state's bill of particulars filed today. The bill goes at length into the details of the alleged conspiracy to defraud the state by retaining interest money collected during the terms of Mr. Small and Mr. Sterling, state treasurer.

Among things which the state says it expects to prove are that: "The defendants falsely pretended to the state that the place of deposit of state banks was a bank, 'whereas it was not.'"

That certificates of deposit issued by the Great Park bank for state funds were "false, fictitious and bogus instruments."

That the defendants falsely pretended to receive about 2 per cent per annum for the use of the state funds whereas interest actually paid them ranged from 5 to 8 per cent.

That Governor Small and Lieutenant Governor Sterling main-

tained two sets of books, one of a "vault fund" deposited in bona-fide banks, and the other of a "state fund" deposited in the Grant Park bank.

That the funds loaned to the Grant Park bank were in turn loaned to Armour & Co., Swift & Co., Morris & Co., and the Cudahy Packing company, and that the interest and profits of this deal, above the 2 per cent paid to the state, were retained by the defendants.

H. J. Eberly, assistant state forester, is confined in bed in Seattle as a result of an automobile accident in which he suffered a broken arm, above the elbow joint. The fracture is said to be a serious one.

The accident apparently happened last Friday when the automobile driven by Mr. and Mrs. Eberly turned over near Tacoma while they were on their way to spend New Year with Mr. Eberly's mother in Seattle. State Forester Elliott received a letter yesterday notifying him of the accident.

Eberly Breaks Arm in Accident Near Tacoma

State Forester Elliott received a letter yesterday notifying him of the accident.

Shy Huntingdon Again Elected Oregon Coach

EUGENE, Ore., Jan. 5.—Charles (Shy) Huntingdon will coach the University of Oregon football team during another season, having been elected by the athletic council of the university last night as head coach at a salary of \$4000 a year, the same compensation he received during the season just completed. The 1922 schedule was ratified at this meeting.

Colds Broken Quickly
 HILL'S
CASCARA & QUININE

It decomposes mucus always have 100% effect. Keeps Colds in 24 hours—No Gripes in 3 days. Standard remedy for two generations. No bad after effects. Safe and Dependable. Depend on it for breaking the 100% percent cold.

At All Drugstores or Get It from HILL COMPANY DETROIT

SKAGGS

Money saving **SKAGGS** Cash stores

100 STORES IN 1922

Compare

Idaho Utah Wyoming

SKAGGS EVERYDAY PRICES with the Everyday prices of those stores that have few articles on Sale or offer specials a day or so each week and you can readily see why Skaggs Stores are growing so rapidly. You have that feeling of Confidence when trading at our stores and know that the low Consistent Prices on our ENTIRE STOCK will award you a large saving. We have just opened our NINTH OREGON Store at McMinnville, and will be glad to serve all those living in that section.

<p>M. J. B. COFFEE</p> <p>5 lb. tins.....\$1.85 3 lb. tins..... 1.14 1 lb. tins..... .39</p> <p>HILL'S BROS. RED CAN</p> <p>5 lb. tins..... 2.02 2 1/2 lb. tins..... 1.02 1 lb. tins..... .42</p> <p>SKAGGS BLEND A different Coffee with that smooth taste—freshly roasted weekly—</p> <p>1 lb..... .35 3 lbs..... 1.00</p> <p>CRISCO</p> <p>9 lb. cans..... 1.64 6 lb. cans..... 1.09 3 lb. cans..... .57c</p> <p>LOG CABIN SYRUP Maple Flavor</p> <p>Large can..... .98 Medium can..... .49 Small can..... .27 1 gal. Teagarden Syrup..... 1.10 1/2 gal. Avondale Molasses for cooking..... .39</p> <p>SOAPS' ETC.</p> <p>22 bars White Wonder..... 1.00 22 bars Easy Day..... 1.00 22 bars Van Hoeters..... 1.00 14 bars Ivory..... 1.05 10 Fels Naphtha..... .79 10 Cream Oil or Palm Olive..... .79 2 large Citrus..... .49 2 large Sea Foam..... .49</p> <p>NORTHERN FLOUR (Montana Hardwheat) is replacing daily those different brands, which the</p> <p>By the Sack.....\$1.79 By the Barrel.....\$7.10</p> <p>You will find it convenient to order your Meats and Groceries at the same time. Phone orders are given our most careful attention. Five deliveries daily. Phone 478.</p>	<p>MILK—LIBBY'S, BORDEN'S, CARNATION</p> <p>8 tall cans..... .95 Eagle Brand, doz..... 2.70</p> <p>CAMPBELL SOUPS</p> <p>All kinds, per can..... .10 12 cans..... 1.15</p> <p>CEREALS</p> <p>Cream Wheat, per pkg..... 25c Shredded Wheat, 3 pkgs. .40 Post Toasties, 3 pkgs. .35 Kellogg's Corn Flakes, 3 pkgs. .35 Grape-nuts, 2 pkgs. .35 9 lb. bags Northern or Kerr's Rolled Oats..... .55 9 lb. bags Fisher's or Olympic Pancake Flour .67 9 lb. bags White or Yellow Corn Meal..... .30</p> <p>BUTTER</p> <p>2 lbs. Clover Queen Creamery Butter, best grade .80</p> <p>CANNED VEGETABLES</p> <p>5 cans Standard Tomatoes, new pack..... .58 8 cans Standard Corn..... .98 6 cans California Peas..... .88 6 String Beans..... .88 2 cans Golden Bantam Corn very choice..... .45</p> <p>SWIFT'S "SILVERLEAF" LARD</p> <p>10 lb. Pail..... 1.78 5 lb. pail..... .89 2 lb. Pail..... .40</p>
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The Junior Statesman

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Home Talent Plays

THE SMILE MIRROR
 Scene: Interior of an Irish peasant's hut. Kathleen, a rosy-cheeked young girl, is knitting by the window.

KATHLEEN: Here's Marya coming up the road. What can she be doing with her? (Kathleen drops knitting and runs to open the door.)

KATHLEEN: What is it you're bringing Marya?

MARYA: (holding out a small round mirror.) It's a looking-glass I bought from an old woman at the fair.

KATHLEEN: Surely, it's vain you're getting, Marya. Who do we need of a mirror with the lake so near to show you your face any day?

MARYA: But this is a different looking-glass. It's a fairy glass. The old woman told me about it.

KATHLEEN: (looking at it wonderingly.) A fairy glass?

MARYA: That it is. It's only for smiling faces. If you look in it cross or fretful it will crack, or maybe break entirely.

KATHLEEN: You're not telling me that! Put it on the table against the wall, so it's careful we must be when we look in it.

MARYA: And that's not the whole of it. It will bring good luck to the house as long as it is not cracked. Maybe—maybe it might help make your eyes well.

KATHLEEN: It's the peat smoke that's making them so dim. I can scarcely see the mirror at all, so it's smiling I'll have to be all the time for fear I might be frowning, not meaning, right before it. Listen, Marya. It's mother must be coming from town.

KATHLEEN: Oh, Marya, Marya! I'm so glad about the glass. Sure, but it will be so easy to keep from cracking it.

TODAY'S PUZZLE
TAEK, IRTA, HBET, NANE.
 Each group of letters is a girl's name jumbled. Find the names, then arrange them properly and their diagonals, read from the upper left-hand corner to the lower right, will spell the name of something popular among boys during March.

Answer to yesterday's: Walk, talk, ale, till, tike, hike.

ONE REEL YARNS

THE SNOWMAN
 "Why don't you run out and play in the snow?" said Aunt Carolyn, as Nita sat listlessly by the window watching the pretty flakes swirl down.

"I'd rather not, please," said Nita quietly. That was her usual reply to any suggestion that she amuse herself ever since she had lost her mother and had come to stay with Aunt Carolyn.

"There's little Jimmy Foster out in the yard," persisted Aunt Carolyn, "and he's shivering. Why don't you go help him make a snowman?"

"I'm too big for snowmen," replied Nita, smiling a little.

"Nonsense," her aunt laughed, hurrying to get Nita's coat and hat for her. She bundled the girl up before she had a chance to make much of a fuss, and before Nita knew what had happened she was out in front, shyly making plans with the little boy next door. And in a short time she had forgotten she was beginning to grow up, as she and Jimmy rolled up huge balls of snow to make their wonderful snowman. The crisp air made her cheeks red, and she laughed as she had not done for many days.

"Goodness," said Nita an hour later, as she stood before the grate. "I'm nearly frozen. Aunt Carolyn, but just look at our love-

ly snowman. I'm as proud of it as Jimmy is."

During the night the weather turned unexpectedly warmer and the sun came out like a big ball of fire next morning. Nita had slept late, and Aunt Carolyn was putting on the breakfast when she came running down stairs. "I must go out to say good morning to my snowman," said Nita. She ran to the window. In a minute she was back, and there were tears in her eyes.

