

OGDEN OUT AFTER NEW YORK RECORD

His Friends Hope To See Him Wrest Palm from Vancouver, Wash.

Owen F. Ogden, who is attempting to break the New York Life record by writing over 312 applications for life insurance between October 23rd and November 23rd, 1927, and thereby take the record away from Vancouver, Washington, was born in Sioux City, Iowa. He inherited his selling ability from his father, who was one of the most successful traveling men for many years. It is learned that Ogden started selling at a very tender age. Of course at that time his efforts were devoted to the disposal of such door to door articles as bluing and scissor's sharpeners. Ogden never passes up a stand rigged up by a child who is selling lemonade, as he was as a small boy very fond of running lemonade stands in his front yard. When a very young boy he made such a record selling coffee that the company sent him out as their representative, when he left for his summer vacation. This of course was quite an honor for a boy around 12 years of age. When he got older he worked as a call boy for railroads, then entered the line of business that is rather prominently identified with his life to date, the show business. He worked up to assistant treasurer of the New Grand theater in Sioux City and then came west to connect with the Alaska-Yukon exposition held in Seattle in 1909. After the fair he went with the R. C. Dun company as reporter, later being promoted to manager of one of their branches, and his age at that time was only 21. John Cort, the theater magnate, then made him an offer as assistant treasurer of one of his theaters. Receiving a very flattering offer from the north he left for northern British Columbia, and he also spent considerable time in Alaska. In that country he acted as time keeper for The Granby Consolidated and also had charge of a store for the Pacific Mills. He was also with the White Pass and Yukon railroad in Skagway in a clerical capacity. The day that President Wilson declared war he volunteered, but never got over seas. When discharged from the cavalry outfit that he was with he joined hands with the circulation department of the Oregonian, where he handled boy promotion; in fact he covered the city of Salem for the Oregonian in 1920 and was responsible for putting on a big increase in that paper's circulation. It is said of him that during 1920, while with the Oregonian and handling circulation, that although he was supposed to put in only a regular day that every evening after dinner he called on the people from door to door and never thought of quitting until they started to come to the door in neglect.

He later went to Salt Lake City, where he put on a movie stunt for the Telegram there, and Mr. Ogden was responsible for the first appearance of Pa. Wray, the motion picture star, before the camera. Newspapers in the Texas oil field district then tried to secure his services; but after going there and looking over the situation he returned to Salt Lake City, where he handled another circulation promotion stunt for the Deseret News, the Mormon newspaper. He was at in love with the Pacific coast country, that he returned and acted as circulation manager for Hearst newspapers. Salem made a big hit with him when he first came to the city in 1920, and the state of Oregon always beckoned him back when he was away. He was married in 1920 to an Oregon girl.

In the spring of 1923 he came back to Salem for George B. Guthrie, to act as his manager for the old Liberty theater. He built the theater back up, carrying out his advertising ideas very successfully. Later he received an offer to manage two theaters in Bend, Oregon, but as he preferred to live in Salem he came back here and then determined to leave the show business.

He has always been regarded as a very well informed man on the show business, and of course since making up his mind to quit that field he has received many offers to return to it, not alone in Salem but elsewhere. The life insurance business always appealed to him, and in 1922 he joined hands with the New York Life. He will devote the rest of his life to selling that company's contracts.

They tell a good story on Ogden. It seems that when he first decided to go into the insurance business in Salem in 1923, he went to work with a good company but a smaller one than he is now with. It seems that from wordhood the one company that stood out among the field was the New York Life, so one day when he first started out in Salem collecting for this smaller company, he happened into a garage. He spotted a mechanic under a car and he went over and stooped down to talk to him. He asked the man if



Owen F. Ogden

he was carrying sufficient life insurance, and the mechanic replied that he was not, and perhaps would soon buy another policy, but that his mind was made up as to what company's policy he wanted. Ogden inquired as to his name and the mechanic said the New York Life, and Ogden replied that he would return the next day with a New York Life rate book. And he did, as that very night he arrived up with the New York Life, and the mechanic in the case is still with the Valley Motor company of Salem, and when Ogden returned with the New York Life rate book he closed the case. With the New York Life, Ogden has been a very successful writer and has made many records; in fact at this time he holds the Oregon state record, and he was the local New York Life agent who was responsible for getting his name and that of Salem, Oregon, in the cornerstone of the company's new home office building on the site of the old Madison Square Garden in New York City. He has been unfortunate enough to pay quite a number of death claims on his own clients, and has also handled a great many Salem disability claims, so it can easily be understood why he is such an enthusiastic underwriter. He makes a specialty of giving service, and it is hoped by practically everyone that he may succeed in his attempt and be successful in closing over 312 applications for the New York Life in the month beginning next Sunday, October 23, 1927.

GRANGE DEDICATES NEW GULVIN HOME

Ceremony of Unusual Interest Held at Ranch Near Jefferson Sunday

A ceremony of unusual interest was the Grange dedication of the new home of W. F. Gulvin near Jefferson.

Sunday afternoon, October 16, the members of Surprise Grange of Turner gathered at the Gulvin home and performed the beautiful and impressive ceremony that the Patrons of Husbandry use on such occasions. Past Master G. W. Farris acted as master. He was ably assisted by other members as follows:

Overseer, M. Townsend, lecturer, Mrs. Arthur Edwards; chaplain, Mrs. Susan Girardin; steward, Arthur Edwards; lady assistant steward, Mrs. Lena Townsend; Ceres, Mrs. H. L. Earl; Pomona, Mrs. Farris; Flora, Mrs. Avis Bacon, chorister, Mrs. Scott Funston.

The unveiling of the farm name "Gulvindale" was gracefully done by little Miss Evelyn Gulvin, while the flag raising was in charge of Robert Law Gulvin.

At the close of the exercises the many friends present expressed their best wishes for Mr. and Mrs. Gulvin in many well expressed and sincere greetings.

Later a social hour was enjoyed and a delicious luncheon was served by Mrs. Gulvin who was assisted in serving by Mesdames Earl, Townsend, Townsend and Farris. Others present were Mr. and Mrs. E. M. Law, J. P. Latham, Mr. and Mrs. C. H. Taylor of Salem; Mr. Earl, Mrs. Butzke, Mrs. McKay, Miss Hilleary, and Mr. Ploor of Turner; Mr. and Mrs. A. F. J. Larky of Marion.

RUB CHEST COLDS AWAY! STOP PAINS

Pain and congestion is gone. Quickly?—Yes. Almost instant relief from chest colds, sore throat, backache, lumbago follows a gentle rubbing with St. Jacobs Oil.

Rub this soothing, penetrating oil right on your chest and like magic relief comes. St. Jacobs Oil is a harmless liniment which quickly breaks chest colds, soothes the inflammation of sore throat and breaks up the congestion that causes pain. It never discolors and does not burn the skin. Get a 35 cent bottle of St. Jacobs Oil at any drug store. It has been recommended for 65 years.

ONLY 2 DAYS LEFT IN RADIO CONTEST

Complete Fairness Assured By Sealed Ballot Box; Last Votes Count

Honor Roll Today

1. Maxwell White
2. Ed Weisner
3. Leon Mickenham

By Radio Contest Editor

The question now foremost in everybody's mind is "Who will be the prize winners when the judges announce their official decision at the close of the contest?"

As the big radio and bicycle contest comes to a close all the candidates are asking themselves "Will I have enough votes when the final count is made to put me over the line, winner of the big fight?"

Every hour is mighty important these last few hours of the contest. In fact, after today there are only a few hours left. Every single minute of these fateful hours is vitally important to the final success.

Not one candidate will admit the possibility of defeat. For every one of those lives wires is working with might and main to be one of the victors in the election.

No one can deny that the race is a mighty close one and that is the reason why the final hours are crowded with intense excitement and rivalry of the keenest kind.

These final hours are seeing some hot battles waged, for it is a case of now or never. Every candidate realizes that what is intended to be done must be done between now and midnight tomorrow and time is slipping by rapidly.

Today and Saturday up until midnight is sufficient time to get the winning votes that will clinch the big prizes. Keep in mind that for every \$8.00 club of subscriptions you are given 25,000 extra free votes in this period in addition to the votes allowed on separate subscriptions.

Remember that the long subscriptions are most valuable. Make a thorough canvass of your friends. See the people who gave you their subscriptions early in the contest and get them to extend their subscriptions for one or two years. A few long term subscriptions may prove to be just the votes you need to make you one of the big winners.

The ballot box will be locked and sealed from 9:00 A. M. Saturday until the close of the contest at midnight on Saturday.

No one but the candidates know the amount of votes these contestants are piling up these vitally important days. This assures absolute fairness to all and prevents any possibility of favoritism being shown.

Remember that if you have any complaint regarding your vote standing in the paper that today is the last day in which to have your

complaint heard and checked up. If you do not register any complaint today on the votes as published in the paper, the votes standing as published today will be taken as the basis by the committee of judges and these votes plus the votes in the sealed ballot box will make up the grand totals on which the grand prizes will be awarded.

Make every minute count because it is entirely possible that with the tremendous effort being made by the candidates, the valuable radio will be won or lost by a very few votes.

Do your best and leave no stone unturned that will help to put you in the winning class on Saturday night.

STATESMAN RAD'N CONTEST LIST OF CANDIDATES OCT. 20, 1927

Name	Address	Votes
Howard Adams	R. 2, Box 80	89,900
Vern Adams	276 S. 18th	43,000
E. Allen	R. 1, Box 4B	43,000
Dale Arhart	577 Capitol	638,600
James Beall	1040 Norway	631,225
Edith Boddyfelt	R. 2, Box 73A	149,975
Geo. Causey	1016 N. 20th	572,300
Kenneth Coffey	1255 Marion	259,250
Robert Connell	923 Front	644,275
West Salem		92,475
Delwood, Auto Park		92,475
Alfred Dornis	489 N. 21st	92,250
Albert Elder	Monmouth, Ore.	92,250
Howard Elliott	1444 Center	646,200
John Eyer	870 N. 17th	438,975
Clarence Fast	1320 D	644,500
Ulfred French	Route 4	66,025
Miss Harris Godsey	373 N. 14th	578,750
Lawrence Almont Grimes	1353 Front	261,275
Dale Grimes	1046 N. 17th	644,700
Bert Hulseh	1595 Lee	614,400
Ennis Hanson	507 N. 20th	40,150
Wilber Harms	1910 N. Sumner	621,800
Glen Harshaw	614 S. 21st	648,525
John Hansen	Route 2, Woodburn Oregon	94,275
Paul Hewitt	1341 N. 4th	641,150
Maurice Kelsey	1239 Perry	644,800
Alfred Lewis	1419 N. 20th	637,200
Robert Long	2060 S. Cottage	637,100
David M. M. R. S. Box 106		631,675
Bryant Smith	2200 D	616,975
Harbert Morley	792 N. 17th	606,525
John Marford	1926 N. Cottage	646,600
Harold Perry	1315 Shipping	638,400
John Mickenham	1293 S. 12th	648,425
Edna M. M. R. S. 17th		604,425
Clarence F. M. R. S. 17th		74,425
John Perry	1096 N. 17	681,250
Mildred Peters	R. 1, Sublimity, Oregon	59,000
Ronald Reimannsen	1369 W. 1st	648,325
Robert Rosemore	613 Market	86,650
George Self	870 N. Liberty	59,400
Jim Selton	1645 Mission	38,700
Masson Shatt	791 N. 14th	622,075
Robert Skewis	1967 Center	581,550
Eldon Stevens	1098 Thompson	148,600
Robert S. Stallings	1140 N. Front	604,850
Paul Swain	275 N. 20th	68,750
Sidney Van Lydegrat	1225 N. Sumner	614,325
Kathleen Wadley	431 S. Cottage	659,200
Lorine M. Walling	R. 1, Box 252	31,400
Edmund Weisner	1072 Union	648,725
Maxwell White	1010 Oak	654,350
Walter Wiens	141 N. Cottage	204,525
Chester Witte	1895 N. Winter	625,400

A. R. Wetjen Listed First Among Writers of West

Albert Richard Wetjen of this city again has the place of honor in Collier's latest issue with a western short story. He has also had a novel accepted by the Century Company, and has another novel largely his autobiography, rendered in fiction style.

At the Seattle parliament of letters those attending from Oregon were not surprised to hear his name announced as the foremost short story writer in the west, his volume "Captains All," paying him the largest royalties of any western writer.

RALLY DAY SUNDAY

HAZEL GREEN CHURCH PLANS PROGRAM

HAZEL GREEN, Oct. 20.—(Special)—Sunday, October 23, will be Rally day here. Fred DeVries, president of the council of religious instruction for Marion county, will give an address. A short program will be presented by the Sunday school. Rev. Merston will be present. An invitation is being issued to everyone who wishes to attend.

The church has been repainted and papered and other improvements made.

Clifton Clems and his sister Eileen and brother Arthur spent Sunday in Eugene. Clifton and Arthur are members of a chorus which gave a program there.

Everett and Alvin Chapin of Hood River are visiting their brother-in-law and sister, Mr. and Mrs. Jack Hall.

Mr. and Mrs. Peter Woelke had as their guests Mrs. Woelke's sister and her husband from Oregon City.

George Kutch, who works for the Labish Meadows Celery union, was operated on at the Willamette sanitarium in Salem for appendicitis last week.

Pep Club at Monmouth Normal Elects Officers

OREGON NORMAL SCHOOL, Monmouth, Oct. 20.—(Special)—Officers for the Pep Club at the Monmouth normal school for the coming school year of 1927-8 were elected last week and include: "skip" Lehman of Portland, president; John Alley, Moro, vice-president; Rita Thomas, Echo, secretary-treasurer, and Joe Hallar, yell leader.

The Pep club is one of the most influential organizations on the normal campus with a membership limited to fifteen students. The purpose of the club is to promote good fellowship, strengthen the school spirit, support school athletics, especially through courtesies extended to visiting teams.

OPEN NOSTRILS! END A COLD OR CATARRH

How To Get Relief When Head and Nose are Stuffed Up.

County fifty! Your cold in head or catarrh disappears. Your clogged nostrils will open, the air passages of your head will clear and you can breathe freely. No more snuffling, hawking, mucous discharge, dryness or headache; no struggling for breath at night.

Get a small bottle of Ely's Cream Balm from your druggist and apply a little of this fragrant antiseptic cream in your nostrils. It penetrates through every air passage of the head, soothing and healing the swollen or inflamed mucous membrane, giving you instant relief. Head colds and catarrh yield like magic. Don't stay stuffed-up and miserable. Relief is sure.

William Crow, Margaret Waterman, Mary Kightlinger, Cecil Cothran and David Schindler.

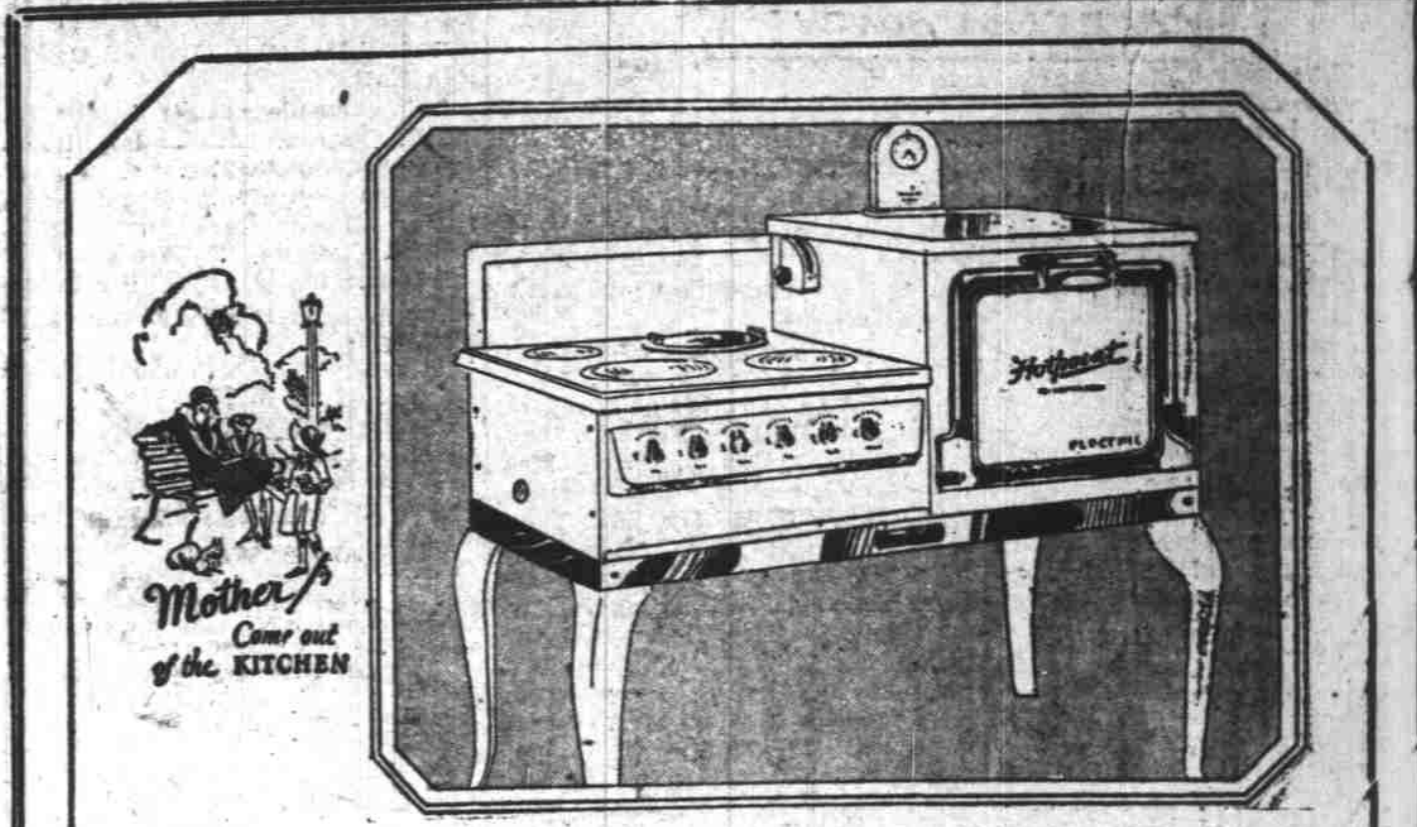
Pop club members are recognized as outstanding students on the campus.

New members voted in this fall are: Leon Phillips, Gene Deaneff, Claire Price, Alta Byers, Bess Gelble, Joe Hallar, John Lehman.

EXPECTED LOSER WINS

NEW YORK, Oct. 19.—(AP)—Race goes at Jamaica got a

thrill today when the Belaire stud's David Bone, quoted at 15 to 1, galloped away with the winner's end of the Oceanic handicap, feature of the card. David Bone stepped the six furlongs on a sloppy track in the fast time of 1:12 4-5.



Those precious hours of freedom

Devoted as a housewife may be to her home and interested in its duties--she enjoys activities outside its walls. These may be taken advantage of freely when the kitchen contains a modern

Hotpoint
ELECTRIC RANGE

It does everything--almost--but plan the menu! The electric timer turns the oven on and off at exactly the right moments for perfect cooking and baking. If you leave the house early in the morning--setting the timer--you may return at 6 to a perfectly cooked dinner.

Hotpoint Ranges of every type installed on convenient terms.

Until November 15th we offer you a liberal allowance on your old stove now in use--when you buy a Hotpoint

Portland Electric Power Co.

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What car costing the same as A USED Buick can give you such riding pleasure, such power, such dependable performance?

SEE—these USED BUICKS

STANDARD BUICKS

1926 Coupe Fully Equipped, New Rubber \$975

1926 4 Pass. Coupe, Fully Equipped, New Rubber, Original Paint \$1050

1921 Touring, Reconditioned and New Paint \$295

MASTER BUICKS

1926 Sedan, Fully Equipped, Original Paint \$1150

1925 7 Pass. Sedan, Fully Equipped, Reconditioned and New Paint \$1050

1926 Brougham, Fully Equipped, New Rubber. A Beautiful Car \$1600

Also 15 Buicks and Other Makes Priced From \$75. up.

See Our Stock Before You Buy. We Guarantee and Give Terms.

OTTO J. WILSON
388 N. Com'l. St. Salem, Ore.

A Shower of Gold for Accidents

\$10,000.00 for \$1.00

The Portland Telegram makes the most Sensational offer of Travel, Accident and Pedestrian Insurance Ever Offered in Public.

No Physical Examination Necessary. No Red Tape.

This policy issued to subscribers of the Portland Telegram who are over 15 and under 70 years of age. It is issued by the North American Accident Insurance Co., the oldest and largest company writing accident and health insurance exclusively.

Read the details in the

PORTLAND TELEGRAM