

WORKERS GETTING AHEAD IN CONTEST

Boulah Witzell Heads Honor Roll Today and Leads in Total Votes

HONOR ROLL TODAY

Boulah Witzell
Carol Smith
Gandy McDonald
Mrs. Leo Gronke
Lead in Whole Contest
Boulah Witzell—341,000

By Contest Editor

Miss Boulah Witzell leads the whole contest today with 341,000 votes. Miss Witzell is one of Salem's young and handsome young ladies and has a host of friends. She has been doing some very fine work which has put her total where it is today.

Miss Hazel McMorris leads the whole contest in the radio event. Miss McMorris is a very hard worker and one who deserves credit.

Mrs. Gladys McDonald is a close second. Mrs. MacDonald pulled a good one yesterday. A friend of theirs stepped into their place of business and in the course of conversation Mr. MacDonald asked him for a subscription for the Statesman, but he could not see his way clear to give them a subscription at that time, or for that matter, at any time. However, a little later on, he called again on another piece of business and Mrs. MacDonald approached him for a subscription and without any effort whatever, secured the subscription she desired. The story is now going around that Mrs. MacDonald is a better subscription getter than her husband. She is to be congratulated because her husband is a go-getter and to excel his selling ability, she must have exceptional talent.

Now, candidates, do not forget that this radio is an extra special prize and will be given away at the close of the period on February 20, to the candidate who turns in the most money subscriptions for the three weeks ending that day.

Yesterday, one of the contest managers was out over the territory to ascertain some facts in regard to the canvass being made. Several contestants have told the manager that they could not get any more subscriptions, owing to the fact that the entire territory

had been covered by the contestants. He wanted this information at first hand. He wanted to know whether it was true or just imagination. What he found he is almost ashamed to write. In the localities where the loudest laments came from, he found that not even one-half of the people had been asked to subscribe for The Statesman. In one locality, one candidate told the contest manager that she had secured every subscription that it was possible to get in that locality. The contest manager went next door to this candidate's house and asked them if they had been asked to take it by any candidate in the contest. What do you think the reply was? They didn't even know there was a contest on in The Statesman.

Now what do you think of that, and right next door to the candidate's house, too. Some neighborly feeling, now, wasn't it? And some live candidates. Well, we will have to make sort of a half-hearted apology for the candidate for she has been doing excellent work and here is no question about that. But she hasn't been doing it systematically. She just jumps around following the "nose" of least resistance.

In another instance, the contest manager called upon one of its supposedly "top-notch" candidates. She had been told by others that there is no use of any one else working in the contest, for the candidates had just loads of votes in reserve. Some even went as far as to predict several million. Well, the contest manager didn't faint and fall over during the interview for he was leaning against a tree. The young lady hadn't done a single thing in nearly two weeks. She had such a fine start that she didn't have to work, as she thought she was so far ahead. Then one fine day, her hopes were so rudely shattered that she never did recover. She died and then and there, figuratively speaking.

Another candidate, a little more foxy, came along and said "Why, there's no use of your working for the automobile, I have a cinch. I have two million votes." Do you know, that particular candidate didn't have 200,000 votes at that time, and she hasn't very many more at this time. That young lady could have had one of the automobiles practically clinched if she had attended to her own business and left her neighbors alone.

There were several other candidates who were keeping still and sawing wood. Some of them had some wood pile. The contest manager showed them how much better they could do by taking

things as they came and never missing a house. We predict success for some of them because they want to win. They want to win badly enough to work as they never worked before during the contest. They are trying their very best to double their record these days.

And, after all is said and done, it all reverts back to the same old suggestion said over and over again by the contest editor, "Make a house-to-house canvass and see everybody." Attend to your own business and gather votes, and you will be so busy that the sad tales that reach your ears will have no time to take effect. If you attend to your own canvassing the way it should be attended to, you will be so busy you will forget everything else and what is more, you will win. You cannot help it, so go ahead and saw wood. The size of your wood pile on March 20 will all depend on you and your little buzz saw.

CHURCH PLANS PLAY

ENTERTAINMENT AT SILVERTON TO BE SUNDAY

SILVERTON, Feb. 2.—(Special).—The popular play, "Two Masters," will be given at the Methodist church Sunday evening, February 5. The setting is laid in one of Boston's fine homes. "Upper crust" society plays a large part in the events which are depicted.

A young American is sent back from China to get the benefits of an American university. A world traveler lives the episodes with her refined satire. The cast includes:

Mrs. Van Horn, a lady of wealth, Ruth Nixon; Mrs. Stuart, invalid mother, Lillian Nelhouse; Helen McIntyre, Rachel Crosby and Charlotte Craig, college chums, Jesse Paul, Genevieve Gemmel and Ruth Helgerson; Mrs. C. von der Witt Jones, traveler Elenor McKenzie; president of women's club, Edna Comstock.

Miss Faye Sparks, popular soprano, will assist by singing "How Beautiful Upon the Mountain," by Harker; "Spirit of God," by Brown, and "Fear Not, O Israel," by Buck.

Doors will be opened at 7 p. m. Children under 12 will not be admitted unless accompanied by their parents.

Read the Classified Ads

SUGGESTIONS MADE ON HIRING TEACHER

Best Interests of Pupils Should Be First Criterion, Letter Says

Suggestions upon the hiring of teachers for next year are this week being sent out from the office of Mary L. Fulkerson, county school superintendent, to all school board members of Marion county.

The letter asks that care and the best interests of the children be used in signing instructors for the next year; that no changes be made unless those now employed are unsatisfactory; that boards undertake to hire no teacher who does not have an Oregon certificate covering the entire term of the contract. It also states that no temporary permits will be issued by the county superintendent.

The suggestions, in full, are: "If the teachers you now have are giving general satisfaction it is best to retain them for next year. A new teacher means a loss of time while becoming acquainted with school conditions during the first year. Personal prejudices against a teacher, of people who have no children in school, should not be taken into consideration in hiring a teacher. The school is for the benefit of the children who attend it and not for adults who have no connection with the school excepting their residence in the district.

"We have many applicants for teaching positions, yet good teachers are in demand. Many of our best teachers have been offered positions for next year. A cheap teacher often proves to be poor economy for the district. The best teacher is none too good for your school.

"According to a ruling by the attorney general, a teacher's contract is void unless she has an Oregon certificate covering the entire term of the contract. This means that you cannot give a teacher a contract for eight months when her certificate is valid for only three months. School boards should note this when hiring teachers. Require the teacher to display her certificate before you give her a contract unless you know personally that she has proper certification. A contract

based on certificates from another state is not valid in Oregon.

"No temporary permits will be issued by the county superintendent next year unless no teachers with Oregon certificates are available. The teachers' examination is held in June and anyone wishing to qualify should take advantage of the opportunity.

"The county superintendent's office is at your service and will assist you in getting a teacher if you so desire. If you wish us to send you applicants for a position, please notify us."

Smalley Purchases Farm In Rosedale Community

ROSEDALE, Feb. 2.—(Special).—Kenneth Cole of Portland visited at the home of his parents, Mr. and Mrs. C. A. Cole, last week-end. Miss Berchen Cole, who attends the normal school was also at home.

Gordon Potter of Salem has started to the Rosedale school. His parents expect to move soon into the community.

Mr. Smalley has purchased the Ed. Jory place, which is near the Albert Bates' farm.

FIND HEADLESS BODY

PUEBLO, Cal., Feb. 2.—(AP).—A nude, headless body found near here today has been partially identified as that of a Mexican boy about 16 years old, deputy sheriffs said.



EXAMINATION IMPORTANT

If you are suffering with Piles or other Rectal and Colon ailments, come to competent Specialists for examination. Your trouble may be minor, easily corrected now. Delay might mean untold misery later. The Chas. J. Dean method of treating such disorders is without hospital surgery. No cutting, no general anesthetic, no confinement. Simply mild, quickly effective office treatments. And to remove all doubt, we give a WRITTEN ASSURANCE TO ELIMINATE YOUR PILES OR REFUND YOUR FEE. Call or send today for FREE 100-page illustrated descriptive book.

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CLARE LEE SPEAKER

LIFE UNDERWRITERS' ASSOCIATION MEETS HERE

The great improvement in reliability of insurance service to the public brought about through the efforts of the Underwriters' association throughout the United States, was stressed by Clare A. Lee, state insurance commissioner, in an address before the Life Underwriters' association of Salem at its luncheon at the Gray Belle Thursday noon.

Mr. Lee mentioned the service given by the insurance companies in explaining the public the needs, uses and benefits of life insurance when they deal.

as compared to the more or less haphazard methods employed a few years ago.

Along this line he compared the character and reputation of the life underwriter agent of today, a reputable citizen of the community and state in which he disposes of his wares, with the more or less itinerant part time agent who wandered through the country, and upon whom the policy purchaser had to "take a chance" because he did not know for sure that he would ever see that particular agent again.

The speaker stated that the aim of the association of underwriters was to demand of its members methods which would secure for them individually and collectively the confidence of the public with which they deal.

He explained that while the selling of life insurance is a business, its ethics today are as high as those sought by any of the professions and that the duty of the association is to maintain among its members the high standard of business dealing, which would eliminate entirely the doubt still existing in the minds of a few as to the real need of life insurance and its place in the economic life of everybody in the community. The next meeting of the local underwriters' association is to be held March 1, when it will be host to the bankers and trust company officers of Salem and the surrounding community. A prominent life underwriter from Portland will be the principal speaker.

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