

CLASSIFIED ADS

The Castle Small

One Cent a Word Per Insertion. No Ad Less Than 5c.

FOR SALE—Miscellaneous
FOR SALE—Young pigs. W. W. Miles. Phone 3075. 48-3*
FOR SALE—Hall damaged Spitzburgs, 50c box. Phone 10752. 47-6*

FOR SALE—4 good Jersey cows. 12 year old Jersey heifer. John R. Maxedon, 977 B St. Tel. 331-R. 47-6*

FOR SALE—Don't wait until too late to get your mammoth bronze turkey breeders. C a l l 371R. 46-5

FOR SALE—Thorough bred six months old Buff Orpington pullets. 568 Holly, phone 317L. 46-3

FOR SALE—One hundred and eight hens. 175 pullets, 540 Oak St., Mrs. L. A. Brush. 42-1f

FOR SALE—Hall damaged apples. 50c per box in orchard, Bellview dist. W. L. Moore. 37-1 mo.*

FOR SALE—Cook and heating stoves. One traylor and endrons from \$3 to \$7.50. Grates a n d backs. Eagle Brass Foundry, 140 Oberlin. 31-1 mo.*

FOR SALE—Real Estate
ASHLAND REALTY CO. for reliable reality. 36-1 mo.
IF YOU WANT a good home inquire at Brown & Rice, 62 N. Main. 62-1f

FOR EXCHANGE—Real Estate
TRADE—Come in and look over my long list of properties for trade in various parts of Oregon, Washington and California and a few farther east. You may find something that you want in exchange for your property. H. C. Gale, 65 East Main St. 37-6

FOR EXCHANGE—Southern California for Jackson county. Six acres navel oranges, with five room house and bath, located at Arcadia, price \$23500 or my new residence in South Pasadena six rooms, bath, lot 80 by 227 feet, price \$12500. Both clear of encumbrances. Advise fully what you have. W. K. Walker, 1623 Camden Parkway, South Pasadena, Cal. 24-5*

Dufur—Johnstone, Inc., will remodel brick block for office suits.

HELP FEMALE
WANTED—A cook for Washington School Cafeteria. Call 489. 48-2

LADIES—Earn \$16 dozen sewing aprons home; experience unnecessary; materials cut; instructions furnished. Addressed envelope brings particulars. M i l e Gargent, 235 Broadway, Bayonne N. J. 48-1*

COURSE IN RETAIL SELLING NEXT PROJECT
 (Continued from Page One)

months. The following outline of material will be studied:
 Economics in Selling: Problems of marketing goods; Standard methods of selling; Service the keynote of selling.
 Factors in Selling: Analysis of a sale—what happens? The steps in a sale.
 Psychology in Selling: The five steps into a man's mind; Three roads to clear thinking; Force tools with which the mind works; Will, the motor which turns thoughts into act.
 Getting New Ideas: Mastering the technique of thinking; Sharpening the tools of the intellect; Playing safe with memory, reason, judgment; Furnishing material to imagination; Mind mints money for the meritorious.
 Man Power in Selling: Wanamaker's revolution in Philadelphia; Characteristics of a great salesman; Habits which make or mar personality; Constructive traits to be cultivated; Four rules for perfecting desirable traits.
 Studying The Goods: Knowledge of goods is capital; Analyzing the facts as to history, getting the goods or proposition; value and service; Competitive goods and your firm; Charting the essential facts; Guessing is gambling. Good business is built in knowledge; Cultivate the analytic habit; Know your firm and be loyal; How goods influence your character; Be fair to competitors.
 Building Selling Talks: Primary purpose of a selling talk; Language is the vehicle of thought; Making the selling-talk simple, understandable, logical and forceful; Business values in broad knowledge; Right ideas cannot be conveyed with wrong language; Salespeople who die at the top fail.

Diabetics
 New Take Agmel Treatment Without Trip to Mexico

The centuries' Mayaguez, known as Agmel, has been the great natural remedy of Mexico, since the Spanish Conquistadors have studied it. Secures of books and treatises published on its medicinal use. And for 50 years European and American physicians have used it with the most successful results. Now a trip to Mexico is unnecessary. Agmel, California syrup concentrate of Mayaguez, has world-wide use. Does not smell like sulphur. It is Agmel with all vital elements intact, absolutely unadulterated except for removal of water without cooking. Nothing added. Non-alcoholic.
 All diabetics should investigate. Free 32-page booklet at your drug store. Imported only by Agmel Corporation, Los Angeles, California.

Agmel
 FOR SALE BY
 McNab Bros. and other leading Druggists.

Church Directory
 Methodist Episcopal Church, N. Main and Laurel streets. H. F. Famberton, Pastor, 117 Laurel street, Phone 87.
 Presbyterian Church, N. Main and Helman streets. Hugh T. Mitchell, Pastor, 132 N. Main St. Phone 491-L.
 Lutheran Church, Services in Odd Fellows Hall. H. H. Young, Pastor, 633 Boulevard, Services 4th and 5th Sundays.
 First Church of Christ & Scientist—South Pioneer Ave. Mrs. Elizabeth M. Smith, First Reader, 73 Fourth St. Phone 471-J.
 Christian Church, B and Second streets. Wm. V. Barney, Pastor, 116 High St. Phone 332-R.
 Catholic Church, Sixth and C streets. The Rev. Father, J. A. Garmody, Sixth and C streets, Phone 104.
 Church of the Nazarene, Fourth and C streets. P. C. Thatcher, Pastor.
 Full Gospel Temple, Boulevard. J. S. Murphy, Pastor.
 Pentecostal Church, Stone Church, Fifth and Main streets. E. F. Bingham, Pastor.
 Trinity—Episcopal Church, Second Street. Rev. P. K. Hammond, Vicar, 12 Second Street, Phone 116.
 Congregational Church, Boulevard. Rev. Chas. D. Gaffney, 469 Boulevard.
 Free Methodist Church, E. Main and Sixth Street. Emma P. Thompson, Pastor.
 Baptist Church, Hargadine and First streets. Myron S. Woodworth, Pastor, Oak Street.

Mom and Pop



By Taylor

Oriental Learn English Reading

MANILA, (UP)—Successful results are reported from experiments in teaching English by "oral method" in public schools here.

This confirms the data obtained in Manila last year, and lends support to those who believe a more simple and direct method of English teaching will be enough to facilitate the learning of English by all Oriental peoples.

Laymen who have watched results of the application of conventional methods for the teaching of English in the Philippines. Japan and elsewhere have long declared that something is wrong with the prevalent system. Children who, after years of effort, are stuffed full of grammatical forms but cannot conduct an ordinary conversation in English are hardly a desirable product. It is asserted.

The new method, introduced here by Dr. Lawrence Farnett, professor in Peking National University, is said to be enabling young beginners to acquire conversational knowledge of English within a short time.

Observers who are dissatisfied with the results of the usual "book methods" prevalent in teaching English in Japan and the Philippines point to the oral method of teaching Chinese to foreigners, utilized by the North China Union Language School in Peking, as proof that a better way exists.

Proving The Value Of Goods: What the customer wants to know; Don't argue; Ideas, right or wrong, sway action; Be thorough.

Making The Goods Desirable: Reason and suggestion compared; Suggestion in the demonstration; The use of suggestion in the close.

Controlling The Feelings: Auto suggestion for controlling the emotions; General rules for using auto suggestions; Destructive and constructive suggestions.

Judging The Customers Nature: Can we judge a customer? Environment, attitude and speech as clues to character; Motives which make men buy; The salesperson as the customer sees him; Traits of character which develop goodwill.

Winning The Customers Confidence: Confidence is foundation of business; Goods should inspire confidence; Reputation of firm should evoke confidence; Self confidence in salesman.

General Problems: How to answer objections; Patience in sell; Late about terms.

ng; Rectifying mistakes; Be definite about terms.

Corvallis—Almost 100 men, one-half of them students, working on \$500,000 Memorial Union building for O. A. C.

Baker—Retimbering in 450-foot Mother Lode shaft completed, ready for drifting to rich veins.

Lithia Water Gets Praise

Ashland Lithia water is used and appreciated in many sections of the country. One practical commendation, which the local bottlers and distributors have just received, is as follows:

Stockton, Oct. 24, 1927. Pompadour Mineral Springs Co., Ashland, Ore.

Dear Sirs:

Kindly forward to M. J. Ahearn 1019 Vernal Way, 2 cases of mineral water, enclosed please find check for \$5.00. You have a wonderful mineral water, and by all means you should have some one in every town representing it. My supply ran out a week ago. I drink one or two bottles per day. It puts pep in me and is a nerve builder. Kindly forward this order as soon as you possibly can and oblige.

Yours truly,
 M. J. AHEARN.

WEBFOOTS GET BLUE
JERSEYS FOR GAME

UNIVERSITY OF OREGON, Eugene, Oct. 27.—(Special)—When the Oregon football team tramps on the Stanford gridiron in Palo Alto Saturday in its annual clash with the Cardinals, the Webfoots will be wearing blue cotton jerseys instead of the regular green, it was announced here.

Heretofore the Oregon gridsters have been wearing a solid green jersey with white numbers. But in the Stanford game the athletes will wear blue with white numbers.

Canyon City—41 cars cattle shipped from Seneca station.

NOTICE OF SCHOOL MEETING

NOTICE IS HEREBY GIVEN to the legal voters of School District No. 5 of Jackson County, State of Oregon, that a SCHOOL MEETING of said district will be held at City Hall, Ashland, Ore., on the 22nd day of November, 1927, at 2 o'clock in the afternoon for the purpose of discussing the budget hereinafter set out with the levying board, and to vote on the proposition of levying a special district tax.

The total amount of money needed by the said school district during the fiscal year beginning on June 30, 1928, and ending June 30, 1929, is estimated in the following budget and includes the amounts to be received from the county school fund, state school fund, elementary school fund, special district tax, and all other moneys of the district:

BUDGET	
ESTIMATED EXPENDITURES	Salary per year
1. Superintendent	\$3,800
2. Principals	6,550
3. Teachers	49,176
4. Janitors	4,700
5. Clerk, census, etc.	500
6. Stenographer	700
7. Other services—Truancy	250
Total	\$65,476

MATERIALS AND SUPPLIES:	
1. Supplies	\$146
2. Library books	800
4. Telephone and Telegraph	339
5. Freight and Dray	250
6. Janitor's supplies	1,420
7. Fuel	4,395
8. Light	1,100
9. Water	700
10. Postage, stationery and printing	575
Total	\$12,734

MAINTENANCE AND REPAIRS:	
High building and grounds	\$ 875
Junior High building and grounds	300
Washington building and grounds	800
Lincoln building and grounds	1,050
Total	\$3,025

INDEBTEDNESS:	
1. Bonded, and interest thereon	\$14,750
INSURANCE	\$ 800
EMERGENCY:	\$ 860
Total estimated amount of money for all purposes during the year	\$97,735

ESTIMATED RECEIPTS	
From county school fund during the coming year	\$13,500
From state school fund during the coming year	2,200
From elementary school fund during the coming year	7,200
Estimated amount to be received from all other sources during the coming school year	3,600
Total estimated receipts, not including proposed tax	\$26,500

RECAPITULATION	
Total estimated expenses for the year	\$97,735
Total estimated receipts not including proposed tax	26,500
Balance, amount to be raised by district tax	\$71,235

The indebtedness of District No. 5 is as follows:
 Total bonded indebtedness.....\$135,000
 Dated this 27th day of October, 1927.

Attest:
 F. S. ENGLE District Clerk
 LOUISE A. PEROZZI Board of Directors

Do You Ever Stop to Think

(Continued from Page Four)

"Oh, what a wonderful thing was cooperation," moaned the snake's Tail to his fellows.

"Yes," groaned the Mouth. "Say, Eyes, won't you please show me something to eat?"

"You bet I will, providing you bite it for me," replied Eyes. "Do hurry," interrupted the Stomach, who was very thin by now, "and I'll digest it right away for one and all."

"Whoopla!" shouted the Tail happily. "Let's wriggle on!"

"A f t e r the snake had eaten and all of him was comfortably snoozing once more in the warm sunshine, the Heart, who had suffered most of all, grunted sleepily. "What a wonderful thing is cooperation!"

WASHINGTON LETTER
 (Continued from Page Four)

had took a terrible tanning, and the bucket always came home full after that.

When the boy grew old enough to carry a little money he sometimes brought home a bottle, but his pop always confiscated that and finally the boy gave up in sheer disgust and became, according to the biographer, a life-long prohibitionist. Some of Senator McWhorter's enemies will sniff at his last statement, but let them sniff—so long as they don't sniff too near the senator!

The senator's original name was not Job or Jeroboam, as you might think. It was Jones. Old Man McWhorter had insisted that the baby be named Moses because he would probably be wise like his father and Mrs. McWhorter declared for the name Joseph in honor of her Uncle Mike. So when Mr. McWhorter became stubborn about it, the mother of his child heaved an avvil at him which knocked off his hat for the first time in many months and Old Man McWhorter walked about in a daze, muttering "Moses, Joseph, Joseph, Jones"—and so on until Mrs. McWhorter took pity on her spouse and agreed to compromise with Jones. And Jones was until young McWhorter, entering politics, contracted it for the sake of dignity.

At school, Jones was such a prodigy that the teachers couldn't teach him anything. They did succeed, however, in teaching him that while a teacher might stand for a tack in her cap now and then, the use of spikes was quite gauche.

Enumeration Is Half Completed

G. M. Frost who is taking the enumeration of school children in this city has practically one half of the survey made he said today. Mr. Frost said he found many new families in town since he made a survey of water fixtures last summer. Ashland schools offer a splendid attraction for winter residents, he said.

NOTICE OF FINAL HEARING

In the County Court of the State of Oregon for Jackson County.

In the Matter of the Estate of Elizabeth Cooper, Deceased.

Notice is hereby given that the undersigned, administrator of the estate of Elizabeth Cooper, Deceased, has filed his final account in said county court and that the court has fixed Monday, the 12th day of December, 1927, at ten o'clock A. M. and the court room of said court at Medford, Oregon, as the time and place for the hearing of any objections there may be to said report and the settlement thereof.

Date of first publication, October 20th, 1927.
 JESSE F. COOPER, Administrator.



DO YOU EVER STOP TO THINK

(Continued from Page Four)

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Business and Professional Directory

DR. ERNEST A. WOODS
 Practice Limited To Eye, Ear, Nose and Throat X-Ray, Including Teeth
 Office Hours: 10 - 12 and 2 - 5
 Swadlow Building

Dr. Charles A. Kates
 Physician and Surgeon
 Office Phone 164-J
 Home Phone 164-L
 OFFICE HOURS
 10 to 12 a. m. - 2 to 5 p. m.
 Hershey Building
 Ashland, Oregon

DR. W. J. ORNDALL
 Oculist
 Physcian and Surgeon
 Eye, Ear, Nose and Throat.
 Office Phone 129
 First National Bank Building

Ashland Acres
 34 Acres Irrigated
 Your Own Terms
 Balfour Garden Co.
 P. O. Box 27, Ashland

WOOD
 \$1.75 Tier
 We will deliver any amount of exceptionally good 12-inch slabs at this price. Buy them now for winter while they are cheap.
 Hamaker Transfer Co.
 Phone 410

WHITTLE TRANSFER AND STORAGE CO.
 Coal, Wood and Storage
 Packing, Crating and Shipping—Long Distance Hauling.
 Auto Freight Terminal
 Phone 117
 Office 89 Oak St.

T. L. POWELL
 General Transfer
 Good team and motor trucks.
 Good service at a reasonable price — Phone 91.

JORDAN SAGE AND CARPENTRY WORKS
 Guyton Jordan and Van Ness. Phone 161. 184-6

PAINTING
 Painting, tinting and repairing. Try Cliff Burlingame, 681 Mt. Ave. or phone 455. 167-2 ma.

NELSON and BOGS—Contractors
 painting, paperhanging, decorating; estimates furnished. Headquarters Wick Furniture Company, phone 216. 48-1f

OPEN NOSTRILS! END A COLD OR CATARRH
 How To Get Relief When Head and Nose are Stuffed Up.
 County fifty! Your cold is hard on catarrh discharges. Your congested nostrils will open, the air passages of your head will clear and you can breathe freely. No more sneezing, yawning, mucous discharge, drowsiness or headache; no straining for breath at night.
 Get a small bottle of Ely's Cream Salve from your druggist and apply a little of this fragrant, antiseptic ointment to your nostrils. It opens them, relieves every bit of pain of the common cold and heading the evening on, without any more medicine, giving you instant relief. Head colds and stuffed up nostrils made. Don't stop sneezing and yawning. Relief is here.

