Ashland American


## EDITORIAL

The battleship Maine was sunk 28 those extremely pretty days that

Twenty-seven years ago Spanish
American peace was proclaimed. American peace was proclaimed.

Babe Ruth wants $\$ 100,000$ for playing ball this summer. Th
public pays it, and cries hard times

President Coolidge will talk ove the radio
Tune in.

We see Senator McNary's mentioned for vice president. W hope no one gets excited over it. Mc-
Nary is a good U. S. senator, why Nary is a







than his present term, there will be
no great difficulty in persuadingno great difficulty in persuading
nome one to ask for the job. Ther
i Hare of Hillsboro, Norblad of A.
roria, "Pop" Gates of Medford and
High taxes will be high for some

Ashland doesn't give enough notice to
on account of our having so many of them to enjoy. Perhaps the gentle
zepher coming from California's snow
capped mountains was a little cool capped mountains was a little cool for shirt sleeves or bare feet boys
but that to is part of the climate but that to is part of the climate
that puts vigor in the veins of vern-
 with shoppers-parking space being at a premium. Business not half bad, contrary to harpings of some. But
we believe, as spring buying time we believe, as spring buying time
is here, the business will increase to is here, the business will increase to are invited through the advertisi
columns of their home paper. We have more good firms in Ash land, dear readers, than are repre-
sented in the columns of your "Amsented in the columns of your "American," and their stocks are com-
plete. Benefit by the ads appearing and
we assure you that the paper wishes to accept noue but truthful, legitamate ads from absolutely trustworthy
firms-and we advocate "trading firms-and we advocate "trading in
Ashland." Come in Saturday and enjoy a profitable day. You can read
of shopping news Friday in the of shoppin
American

## SPECIAL EDITIONS

President Coolidge has nothing to
say as to whether he will be a presi-
dential candidate or not. Should he
not, it needs no dreams of fortune not, it needs no dreams of fortune A certain man is the father of a
little daughter. It is said too, that Probably because of our nature, or the paper's policy, The American has liking for, and a habit of, boosting
the beautiful city in which it is published. Every issue of the paper
might be termed a "special edition" as we have tried a in each edition, to way something about Ashland and the
wonderful surrounding county. Out wonderful surrounding county. Out-
side readers want these facts and
home readers appreciate telling them. home readers appreciate telling them.
As suggested by the Ameeican last
week we As suggested by the Amesican last
week, we are glad to announce that
Ashland is to have a "spring week, we are glad to announce that
Ashland is to have a "spring open-
ing" to be sponsored by the Ameri
can Legion, and the dates are March 1 and 2. Ashland is a mighty goo
city in a wonderful country.

## What OF THE FUTURE What are you going to do about

## The development of your home city, so that it may take the position which

 city, so that it may take the positionwhich it is entitled is strictly up to
you. attracts crowds quickly. The word
goes as the wind for there will al-
way ways be the throng whose ears are
attended to alluring news of that
charaicter. To get rich quick is their charaiter. To get rich quick is thei-
dream and goal, A rumor is suffi
cient to send them on what they
know is probably a fool's chase. The most optimistic booster her
does not claim that fortunes may b
made without effort. There is n
desire among the people for the de desire among the people for the
velopment of Wallingfords. There are, however, a large num-
ber of industries needed, legitimate enterprises from which the returns on the investment will prove highly
remunerative. Outside investors remunerative. Outside investors have
sensed some of the attractive opthe city and if sufficently encourof course we want them and will welcome the outside capital but why
wait for them; wait for them; why not accept the There is something There is something more to be
done for your eity. Something which
is more important right now than
and that is the awakening of a great
local spirit. The spirit which will
lob
prompt and impel us to let the world
know. Carry the message to those
who seek new homes and field in
which to work. The message needs
wo exaggeration but it needs to be
no
delivered.
Basic conditions are essentially
sound and with the strengthened
credit the country is in a condition
for a forward movement. There will
for
unquestionably be a great renewal
of business activities in the coming
months. With this removal we are
ent
entited to our full share, nothing
less. Speak about it
Help to improve it
Beautify the streets.
Patronize its merchants.
Advertise it in newspaper Prefer home enterprise always. Speak well of enterprising men If you can't think of a good word
to say; keep silent. If you are rich, invest in somehing; employ somebody; be a rust Be courteous to strangers that come among you, so they will go
away with a good impression. away with a good impression.
Always cheer up the men that go in for public improvements. Your
did you ever stop to think

## By Edson R. Waite

Robert E. Callahan, founder
Robert E. Callahan, founder of
the Callahan system of special sales the Callahan system of special sales
and advertising, whose system from
twenty-six offices has been twenty-six offices has been used and still in use by merchants in every
part of North America, and turne part of North America, and turne
author two years ago, and because of author two years ago, and because o
the human touch added to his storie he became famous overnight, in part

THAT every merchant should a vertise, because advertising pays.
THAT before electricity the candles was bright enough.
THAT before automobiles were in
vented the horse-and-biggy was good
vented the horse-and-biggy was goa
enough.
THAT before the coming of th
aeroplane automobiles were
$\qquad$
THAT the
keep abreast of the times and no
and learn with the world's greatest
progress science, invention and
publicity, should be in the, pubricity, should be in the backgrond
with his tallow-candle, horse,
fid fiddle and bow.
THAT any man who doesn't believe in advertising does not belong
to the modern group of business men
moving in fast automobiles, riding moving in fast automobiles, riding
through the air in aeroplanes eagerly awaits the evening prograw of music over the radio.
Modern business demands adve tising: customers look and call fer advertised goods. If your goods worth selling, they are worth adver tising, and if you don't advertis ly take your business.
$\qquad$
$\%$ BUSINESS BRIEFS $\theta$
A piece of real estate on Fifth
avenue, New York, recently sold for


The National City bank of Ney billion and a quarter dollars, the greatest in the world.

INTERESTING NOTES cently sold, principally for use greenhouses and garden shelters.
Australia has an average of only South Amorica about nine, mile, If South Amorica about nine, the
A United Slates alinet at and Kurane



Time to Plan Your Spring Printing

Planning your spring printing greater efficiency in its use and needs now tends to its production. We are fully greater economy in in this important work. Just will be pleased to call

## Ashland American

Shook Block

