

## CIVIL SERVICE EXAMINATIONS

FOR RAILWAY MAIL CLERKS TO  
BE HELD HERE

Closing April 9, 1927

Persons Entering Examination Not  
Allowed to Enter any Other  
Examination

The United States civil service commission announces an open competitive examination for railway postal clerk, to be held on April 9, 1927. Vacancies in the railway mail service throughout the United States at \$1850 a year, and in position requiring similar qualifications, at this or higher or lower salaries, will be filled from this examination unless it is found in the interest of the service to fill any vacancy by reinstatement, transfer or promotion.

The date for assembling of competitors will be stated on applications admission cards, and will be about ten days after the close of receipt of applications.

Persons who enter this examination will not be allowed to enter any other examination for which the receipt of applications will close on the same date.

Places of examinations in Oregon are at Albany, Ashland, Astoria, Baker, Bend, Corvallis, Eugene, Grants Pass, Klamath Falls, La Grande, Marshfield, McMinnville, Pendleton, Portland, Roseburg, Salem and The Dalles.

In addition to the salary provided by law, railway postal clerks are allowed travel expenses not to exceed \$3 per diem while on duty away from their homes, such allowance to begin ten hours after the start on their runs.

All citizens of the United States who meet the requirements, both men and women, may enter this examination; appointing officers, however, have the legal right to specify the sex desired in requesting certification of eligibles. The general superintendent of the railway mail service announces that the department has discontinued the appointment of women in the service.

False statements in applications concerning age or other matters affecting the applicants eligibility will result in cancellation of examination and debarment from future examinations, and removal from service in case of appointment.

Substitute railway postal clerks are aid at the rate of \$1850 a year for the services they actually perform and are credited with full time while traveling under orders of the department. They are allowed travel expenses not to exceed \$3 per diem while on duty away from their designated headquarters.

Competitors will be rated on the following subjects, which will have the relative weights indicated: Mail test, including sorting, routing and address reading, 60. General tests, including spelling, arithmetic and location of principal cities, 50. Only those who attain a rating of at least 60, exclusive of preference allowances on the general tests will be rated on the mail tests.

Applicants should at once apply for form 2600, stating the title of the examination desired, to the Civil Service Commission, Washington D. C., or to the secretary of the United States Civil Service Board at any examination place listed above. Applications should be properly executed, including the medical certificate, but excluding the county officers certificate and must be filed with the U. S. Civil Service Commission at Washington, D. C., on or before the date indicated above.

Just Giving Them Away.  
(From a California Paper)  
Good fresh raisins, 10-lb., delivered by express, prepaid; guaranteed; minimum order 15 pounds.

Stop in, or phone and we will call, if you need anything in the printing line. The American does job printing, and will appreciate a little of your work. Try it.

## THE ETERNAL AGITATOR

Any movement that has at its basis the capitalizing of discontent among the people is apt to flourish for a time and then fall to the ground like a house of cards. There are many instances in American history that is true that there is no doubting the results of any agitation that has its foundation of minority of the people who believe that their interests have been placed in jeopardy.

It is easy to pity one's self. And it is easy for one man or a small group of men to ferment dissatisfaction among a considerable number of people, until those people wake up to the fact that they have been exploited to satisfy the selfish aims of some one man.

Take Kansas, for instance. A number of years ago the state was visited for several seasons with a drought. The main industry at that time was agriculture. Many land owners became land poor and could not even pay their taxes. Individuals like Sockless Jerry Simpson, Long Whiskered Pfeffer and Mary Ellen Lease paraded up and down the state capitalizing the poverty-stricken condition of these farmers and eventually herded these farmers into the Populist movement. Nothing much came of it except that Sockless Simpson went to congress and Pfeffer went to the United States senate, and a Populist governor was elected for one term. Then prosperity came back to the people and the advocates of discontent blew up like an overtaxed automobile tire.

Later on the farmers of North Dakota suffered from a protracted drought and the preachers of socialism invaded the state and organized a natural discontent into the Nonpartisan league movement. This lasted a little longer than the Kansas Populist movement because it was better organized. The Nonpartisan league captured the legislature and all the state offices and sent their men to congress and the United States Senate, and some of them are still there.

But the bobble is just about ready to burst. Like any movement that is foisted upon a discontented people it is bound to fall to earth and it will take several decades for the state of North Dakota to recover from the debauch of the "reformers." Several other states, in the union have had touches of this madness and have suffered accordingly. Universally all these kinds of movements feed upon discontent and some one who is just a little smarter than the usual run of the people elects himself as the head of the movement and gets all the profit in the end. The people are no better off after their flight into an uncharted sea of politics or finance.

There are locations with small areas like a municipality that have had the same experience and there are other localities that will have a fling at it. No matter how many failures are recorded, yet there are people who are willing to take a chance that their particular little movement will be a success and they will emerge as a financial saviour of their neighbors. No matter how much strife is stirred up, no matter if some men's reputations must be blasted for the moment, this selfish course must be pursued and all progress halted except that part of it that is a benefit to the aggrieved without cost to them.

But it is almost futile for anyone to rush up and try to stop these movements. They must run their course and after the smoke clears away the cause of the whole rumpus still remains as a reminder of a lost cause.—Dunsmuir News.



## WILL USE THE NEWSPAPERS

WESTINGHOUSE COMPANY TO  
USE LARGE SPACE

From Years of Study

Chicago Landlords Refuse to Rent  
Buildings Unless Tenants Will  
Promise to Advertise.

The value of newspaper advertising is no longer seriously questioned by any economist. A realization of this value not only to the advertiser but to the consumer as well is now almost universal. The latest tribute to newspaper advertising comes from J. C. McQuiston, manager of the publicity of the Westinghouse Electric company, and comes with the announcement that beginning April 1, the advertising appropriation of this company will be expended entirely among metropolitan and local newspapers.

"Newspapers," said Mr. McQuiston, "seem to offer the only medium by which we can both 'nationalize' and 'localize' our various sales campaign on products and at the same time vary our program to fit the needs of specific districts.

"For many years we have been users of a considerable amount of newspaper space for certain of our merchandising lines, and the results so obtained have prompted us to expand this advertising to cover all of the many lines in which the company is interested.

"Our decision to concentrate on newspaper space came after a careful study of all factors entering into the marketing, selling and advertising situation. One important item was flexibility whereby we could carry our plans to conform to various factors, such as weather conditions and peculiarities in the economic situation with respect to any particular district of the country.

City stores have a regular budget appropriation for their newspaper advertising. The Harvard school of business research has made a survey of these appropriations and has compiled the following:

	Per Cent For Advertising
Department Stores .....	3.87
Furniture Stores .....	3.72
Men's Furnishing Stores .....	3.16
Jewelry Stores .....	3.10
Drug Stores .....	2.76
Shoe Stores .....	2.65
Grocery Stores .....	1.83
Hardware Stores .....	1.12
Lumber Dealers .....	.30

Statistics compiled by chambers of commerce show that the percentage of failures among nonadvertisers is very high. Thus among all the business firms who failed in Cincinnati in one year nonadvertisers amounted to 91.9 per cent. In Chicago apparently a business man who does not advertise has very little chance for success. The percentage in that city of magnificent boulevards and gunmen is 98. Statistics in other cities all bear out the point that the percentage of failures among nonadvertisers is enormous. The cards, in cities at least, are stacked against the nonadvertiser.

The result is that in some cities, notably Chicago, landlords frequently refuse to rent store buildings to tenants unless the tenants will promise to advertise.—Grants Pass Observer.

THIS MEANS DOLLARS  
FOR YOU

By using the Classified Column of the Ashland American you can well be satisfied that that your returns will be good and that it will mean dollars to you. The ad costs so little and the returns are so good that no one can afford to do without them. Investigate by telephoning 95.

## Circus Day in Ashland.

To raise funds for a new play shed at the Lincoln school the normal school students and Lincoln school teachers assisted by grade children put on a big day and night "circus" last Saturday at the normal. Crowds

of school children and their parents attended both the day and night performance and results were more than satisfactory. Numerous side shows and attractions were quite clever.

Buy it in Ashland.

## LADIES

Remember that Franklin's 1½ loaf is now a full Milk Bread, the only Milk bread made in Southern Oregon. Electrically baked in the best equipped and cleanest shop in this part of the state

Franklin Bakery

## NOTICE!

The Box Factory lumber yard during the month of March will make big concessions to Farmers and others that wish to build. The price of all Common lumber will be reduced during March to \$20.00 per thousand feet. This includes Shiplap, Rustic, Boards, fencing, plank timbers and dimension lumber. We have a stock of half million feet to reduce before our mill starts sawing again. This lumber is all dry and freshly milled. Come and get it yourself or we will deliver it for small cartage charge. Make your order a thousand feet or more to get this \$20.00 price.

CALIFORNIA-OREGON BOX & LUMBER CO.  
Box Factory East Main St., Phone 30

## It's the Essex Super-Six

Engineered to lowest operation and  
maintenance cost.

Entirely new appearance

Will do an easy 50 miles an hour all  
day long.

Priced within the reach of all

Phone 46 for demonstration or call at

Lithia Springs Garage

Back of Lithia Springs Hotel

## Hy Way Printing Commercial Printing for Jackson County

The Ashland American is a newly equipped and up-to-the-minute Job Printing Office.

No better work and prices pleasing. Better try us on that next job of Printing. We cover Jackson County when it comes to printing. Write us, phone us, call on us.

Let us know and we  
can come after it.

We are here to serve and please

Job Printing