



Which Type Are You?

250,000 Men and Women are Needed

Are you of the ambitious type? Do you want quickly to double, treble or quadruple your salary? Do you realize that the quickest and surest way in the world for you to do this is to learn to do something that the world wants done and is willing to pay liberally to have done? Do you realize that the average man's lifetime is too short for him to learn to do more than one thing well? Do you realize that the true secret of success in life is to find a vocation like Scientific Salesmanship that is not over-crowded, and then learn to do that common thing uncommonly well?

Do you know that statistics show that 250,000 trained salesmen are needed every year to fill the vacancies caused by promotions among the 1,700,000 salesmen in the United States and Canada? These are fine city or traveling positions that pay commission, bonus and expenses in addition to salary. Have you ever before read the following or thousands of other similar news items?

New York, Dec. 31.—A New Year's bonus of \$1,000,000.00 was distributed by Johns-Manville company among its salesmen today. Each salesman was paid \$1,000.00.

Do you realize that underneath your skin you are just as good, made of the same material, and have just as much potential mental power as the salesmen mentioned above or any other successful salesman?

Don't you realize that the very life blood of business is "making sales" and they are made by salesmen. That's why trained salesmen and saleswomen have short hours, easy work and rapid advancement. They are not affected by strikes, fires or labor trouble. They are independent, have much freedom of action, travel everywhere, ride on the best trains, live at the best hotels, meet important people of affairs on an equal basis and earn \$10.00 to \$50.00 a day. And now, you too, can easily and quickly become a scientifically trained salesman.

How to become a scientifically trained salesman—

By special arrangement with the American College of Scientific Salesmanship of Chicago, we can now give you their complete course in Scientific Salesmanship and the art of judging men. This course has been prepared by a group of experts under the supervision of Mr. George Edwin Robinson who has had 18 years' practical selling experience in America and Canada and much teaching experience in America and Europe. It costs \$50.00 to prepare this course. It has been built part by part, by star salesmen, the same as engineers build fine automobiles. It doesn't waste your valuable time by telling you what someone else has done—it teaches you how to sell.

Why not get the best? Intensive evening class in charge of Prof. Knox, commercial instructor, Medford high school now being organized.

Call, write or phone for free particulars.

MEDFORD BUSINESS COLLEGE
MODERN BUSINESS COURSES
COLLEGE BUILDING

MEDFORD OREGON
LET US HELP YOU MAKE YOUR MARK IN THE WORLD

Exceptional Values

Ford Touring, \$200.00
Maxwell Touring \$150.
Ford Truck, 4-speed transmission.
Ford Sedan.
Several Sixes.

Crater Lake Automotive Co.
123 So. Front

EX-SECRETARY FALL SAYS WHAT'S WHAT WITH RECLAMATION

WASHINGTON, Nov. 2.—Removal of the entire reclamation administrative organization to Denver, Colo., or to some other western point convenient to the projects was suggested today by former Secretary Albert B. Fall, as a remedy for existing ills of government irrigation development.

Mr. Fall told the interior department's special advisory committee before which he appeared by invitation that many of the difficulties he experienced as secretary with regard to reclamation projects could be laid to divided authority and responsibility of the present organization. He related that he had once planned to consolidate all reclamation activities in Washington but was prevented "by certain pressure which was brought to bear to prevent the elimination of the Denver office."

If the Denver office cannot be eliminated, he said, then the entire reclamation force should be concentrated nearer the field of activities.

Mr. Fall gave as further handicaps of the government's reclamation project the estimates multiplied for each project. Not a single case, he said, had come to his attention where the completed cost was not greatly in excess of the original estimates. He said it had been computed that all existing projects could be completed for from \$15 to \$40 per acre, when as a matter of fact the average cost to be met by the settler had been from \$55 to \$80 an acre.

Another drawback he listed was the policy of keeping in supervisory offices the engineers who had been in charge during the period of construction. He had found, he said, that a scientist is not always a good business man nor is a good engineer always a good manager, and recommended that officials more conversant with the problems of a farmer be placed in charge of the government's activities.

HALIFAX, N. S., Nov. 2.—The international fishermen's race committee today formally declared off the race tomorrow between the Lunenburg schooner Blue Nose and the American challenger Columbia. The decision was reached after considerable wrangling and after Captain Walters of the Blue Nose declared he would not race.

The trophy will be held by the trustees for competition off Gloucester, Mass., next year. The action of Walters in defying the committee and putting out to sea caused considerable resentment here. When someone on the docks called for three cheers for the Blue Nose as she was casting off there was no response.

HALIFAX, Nov. 2.—Captain Angus Walters of the Lunenburg schooner Blue Nose, today defied the international race committee which last night ruled that yesterday's race should go to the American challenger after the Blue Nose had apparently won, and he declared positively that he would not race tomorrow.

HALIFAX, Nov. 2.—A third race for the international fishermen's trophy will be sailed Saturday it was announced after the race committee awarded yesterday's race to the Columbia, American challenger, alleging that the Blue Nose, defender, had violated a rule of the course.



FALL PROCK
Blue satin canton makes this frock with its long shawl collar that drapes to the hip and is tied with a narrow self girdle. The flaring circular flounce that is full on to a flat yoke and goes quite up to the waistline on one side is very new. Collar is bound with braid which makes a tight cuff for the bell sleeves, also.

"JUST TOWN TALK"

Copied Right By Mike

I CAN remember
WHEN EVERY Sunday
IN MY boyhood days
AND I went to church
THAT I'D sit there
WITH MY two brothers
IN OUR straight-back pew
AND NEVER listening
TO THE minister
AND GAZING around
AND ALL at once
SOME OTHER kid
IN ANOTHER pew
WOULD LOOK our way
AND MAKE a face
OR CROSS his eyes
OR MAYBE wink
AND RIGHT away
WE'D BEGIN to giggle
AND LOOK at him
AND HE'D be giggling
AND IN a minute
WE'D BECOME convulsed
AND RED in the face
AND OUR eyes would water
AND WE'D have our hands
TIGHT OVER our mouths

DOING OUR best
NOT TO laugh out loud
AND AFTER a while
WE'D AGAIN grow quiet
AND KEEP that way
TILL WE'D risk a glance
AT THE other boy
AND THE moment we'd see him
AND HE'D see us
WE'D BURST right out
ALL OVER again
AND ANYWAY
I HAD supposed
I WAS over it
TILL THE other night
AT THE Rialto theater
THERE WAS a lady
IN FRONT of us
WITH HER ears showing
AND IT'S the first time
IN SEVERAL years
THAT I have seen
A LADY'S ear in public
AND IT may be in style
BUT IT struck me funny
AND I didn't stop laughing
FOR ONE whole reel
I THANK you.



Livestock.
PORTLAND, Ore., Nov. 2.—Cattle nominally steady; receipts 17. Hogs nominally steady; receipts 118 (61 contract). Sheep nominally steady; receipts 238.

Eggs.
PORTLAND, Ore., Nov. 2.—Eggs weak; current receipts 46¢@48¢; mixed colors 48¢@50¢; hennessy 51¢@53¢ delivered Portland.

Butter.
PORTLAND, Ore., Nov. 2.—Butter firm; extra cubes 43¢@44¢; grades 39¢@42¢; prints 43¢; cartons 50¢. Butterfat firm, best churning cream 50¢@51¢ lb., f. o. b., Portland.

Poultry.
PORTLAND, Ore., Nov. 2.—Poultry steady; turkeys 2¢ lower. Heavy hens 22¢@23¢; light 14¢@15¢; springs 20¢@21¢; broilers 26¢@28¢; colored ducks not wanted; young turkeys, live 28¢@30¢; dressed 38¢.

Potatoes.
PORTLAND, Ore., Nov. 2.—Potatoes \$1.10@1.25.

Portland Wheat.
PORTLAND, Ore., Nov. 2.—Wheat hard white, bluestem, baart \$1.05; soft white, western white \$1.04; western red \$1.02; hard winter, northern spring \$1.01.

Today's car receipts—Wheat 133; flour 13; corn 1; oats 1; hay 16.

San Francisco Markets.
SAN FRANCISCO, Nov. 2.—(U. S. Department of Agricultural Economics.)—Eggs extra 60¢; extra pullets 46¢.

SAN FRANCISCO, Nov. 2.—Butterfat f. o. b. San Francisco 56¢@56½¢.

SAN FRANCISCO, Nov. 2.—Poultry unchanged.

Liberty Bonds.
NEW YORK, Nov. 2.—Liberty bonds closed:
3¼'s 99.21; first 4¼'s 97.28; second 4¼'s 97.25; third 4¼'s 98.29; fourth 4¼'s 97.30; U. S. Government 4¼'s 99.3.

Appearance of the stormy petrel, the bird known to sailors as "Mother Carey's Chicken," is supposed to indicate a coming storm.

W. G. M'ADOO CALLS ON FATHER-IN-LAW

WASHINGTON, Nov. 2.—William G. McAdoo today renewed acquaintances with personal friends including several of his associates in the Wilson cabinet. He and Mrs. McAdoo visited Mr. Wilson yesterday.

The arrival of the former treasury secretary has started a new flurry of reports that important developments were impending in connection with his presidential boom but he indicated today that he would have no public statement to make for several days at least.

Result of Veterans' Probe Placed Before President Coolidge

WASHINGTON, Nov. 2.—A report on the progress of the senate investigation of the veterans' bureau as laid before President Coolidge by Chairman Reed who said he believed the evidence of such importance that the president should be acquainted with it.

Senator Reed said he did not discuss with the president the question of further legislation to restrict the powers of the comptroller general but on leaving the White House reiterated that "something must be done about that office."

Came Home to Die

"Three years ago I came home thinking 2 or 3 weeks would be my limit to live. I had suffered for 15 years from colic attacks and severe liver and stomach trouble. I happened to see an advertisement of Mayr's Wonderful Remedy and purchased a bottle at the drug store and after taking the first dose I felt better than I had for 15 years. I am now in the best of health—thanks to Mayr's Wonderful Remedy." It removes the catarrhal mucus from the intestinal tract, and allays the inflammation which causes practically all stomach, liver and intestinal ailments, including appendicitis. One dose will convince or money refunded. Sold by all druggists. Adv.

Lovers of Candy Lovers

who have not yet discovered that we are agents for WHITMAN'S CANDY, are invited to come in and make the "LOVEE" acquainted with the famous WHITMAN SAMPLER.

Sells for \$1.50

Heath's Drug Store
109 E. Main St. Phone 884

We are as near to you as your telephone
Heath, Mann and Heath

ALLOWED CLAIM TO ARCHITECT IN SPITE OF ORDERS

WASHINGTON, Nov. 2.—Recommendations for legislation limiting the authority of the comptroller general's office in the settlement of claims against the government are forecast as a result of disclosures before the senate committee investigating the veterans' bureau.

Sharp questioning and comments by the senators followed the frank statement to the committee yesterday by W. E. Gordon, an attorney in the comptroller's office whose salary is \$3,000 a year, that he had settled a claim of \$23,000 in full without reference of the matter to his superior or calling for detailed information from the veterans' bureau which disallowed the claim.

The bill passed upon was that of Matthew O'Brien, a San Francisco architect who claimed this sum for re-writing plans for a projected hospital at Livermore, Cal., for the original drafting of which the veterans' bureau already had paid \$64,000. Frank T. Hines, director of the bureau, disallowed the claim and filed a counter claim for \$5,000 against O'Brien on the ground that he had been overpaid for the first drawings. After four successive days of hearings, the veterans committee was in recess today, having adjourned until next Monday.

Charles R. Forbes, former director of the bureau, whose name has figured in the hearings, has not yet indicated when he will appear to answer charges made against him but he probably will not take the stand until all matters relating to him have been presented by investigators for the committee.

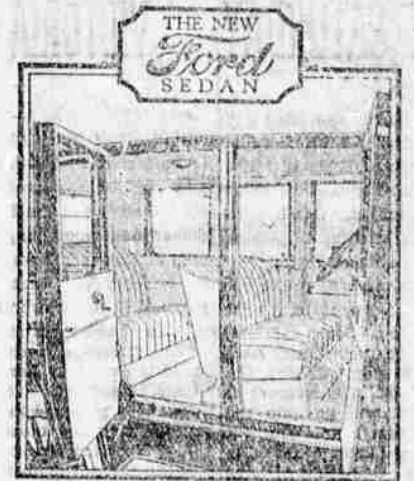
6 Killed, 7 Injured in Oregon During 1923 Hunting Season

PORTLAND, Ore., Nov. 2.—Six persons were killed and seven more

or less seriously wounded in Oregon during the hunting season that closed October 31, according to the official accident toll as reported by deputies of the state game commission.

Political parties had existed in England for 200 years before the extensions of the suffrage, which came in 1867 and in 1884.

Site of the Royal Courts of Justice in London, which were opened in 1882 by Queen Victoria, cost about \$7,500,000.



THE moving public has been emphatic in its approval of the new Ford Four-Door Sedan. In all parts of the country its stylish appearance and loving interior have brought the car instantly into great demand.

Now, at its reduced price, it represents a more compelling value than ever. Although better looking, roomier, easier riding, it is listed at only \$563.00 f. o. b. Detroit.

This good-looking, comfortable, and dependable Ford selling at this low price offers an agreeable solution to your closed car problems.

These cars can be obtained through the Ford Weekly Purchase Plan.

C. E. Gates Auto Co.

Ford
CARS - TRUCKS - TRACTORS

NEW SHOWINGS OF Men's Shirts, Underwear, Shoes, Socks M. M. DEPARTMENT STORE

Corner 6th and Central Avenue



MEN'S SHIRTS \$2.50

Silk Striped, in guaranteed fast colors; Shirts well made; worth \$3.00. Priced here \$2.50

MEN'S WORK SHIRTS \$1.00

Heavy Chambray Shirts, all sizes, 14½ to 17; sold everywhere for \$1.25. Here \$1.00

WOOL SHIRTS \$2.50

Good, heavy Wool Shirts, full cut; worth \$3.00 to \$3.50. Our price \$2.50

Visit Our Men's Department; You Will Get the Best Merchandise and Save Money



PURE WOOL SOCKS 65c

When you want Pure Woolen Dress Socks, we have them in black, oxfords and light grey; worth 75c. Our price 65c

MEN'S 2-PIECE UNDERWEAR \$2.50

Fine Australian Wool Shirts and Drawers, light grey, full cut, 34 to 44 \$2.50

COTTON UNION SUITS \$1.65
Heavy Cotton Union Suits for winter wear; \$2.00 values. Special \$1.65

MEN'S SHOES \$6.50

Dress or Work Shoes, we have them \$5.00 and \$6.50; also high top Packs, veal stock.

MEN'S NECKTIES 75c

Ties you usually pay \$1.00 for. Our price 75c

Where Everybody Trades

M. M. DEPARTMENT STORE

Medford's Most Modern Department Store

PAY LESS --- DRESS BETTER