

UNION OIL CO. MAKES CHANGES SALES FORCE

Lining up his forces to make 1925 the greatest year in the forty-year history of the organization. C. W. Ralph, director of sales and transportation, has announced important changes in the sales personnel of the Union Oil company of California, says C. L. Tomtevin, Oregon manager.

J. M. Geary, formerly manager of refined oil sales, is appointed sales manager, with supervision over all sales of the company. E. S. Sharp, formerly district sales manager, Los Angeles district, is appointed manager of stations. L. M. Bridgman, formerly district sales manager at Seattle, is appointed manager of refined oil sales, the post vacated by Mr. Geary.

Other changes include the appointment of H. E. Warner to district manager at Seattle; E. W. Brewster to district sales manager at Phoenix; W. L. Matlock to district sales manager at Los Angeles; M. W. McAfee, to district sales manager at Fresno; and R. W. Martin to assistant to director of sales and transportation at Los Angeles.

Long service in the oil industry and exceptional work in their former duties have been rewarded by Mr. Ralph in his choice of the Union Oil men who are starting the new year with added responsibilities. J. M. Geary, the newly appointed sales manager, has been with the Union for seventeen years, starting at San Francisco, served as a salesman and assistant special agent at Seattle, returned to San Francisco for a year and later was made district sales manager at San Jose. In 1916 was transferred to district sales manager at Los Angeles and two years later was taken into the main office as manager of refined oil sales.

The appointment of E. S. Sharp to the position of manager of stations comes after ten years with the Union, first at Oakland, and then at Los Angeles.

L. M. Bridgman returns to Los Angeles after four successful years in Washington, went to the San Francisco office in 1913, as superintendent of refined oil tank wagons. In 1917 he went to the main office at Los Angeles, three years later was made assistant district sales manager at Seattle, and in May, 1924, promoted to district sales manager at that point.

Under the guiding hand of C. W. Ralph, the sales organization of the Union Oil company has developed with amazing consistency to its present position in the petroleum industry of the west. Since Mr. Ralph's advent in 1924 the sales of the company have quadrupled. Less than 100 distributing stations, and no service station were operated by the Union in 1914. Today the distributing stations are nearly 300 while approximately 400 service stations are owned and operated, and Union non-detonating gasoline and Arlio motor oil are names well known up and down the entire Pacific coast, into British Columbia, the Canal Zone, Hawaiian Islands and many foreign countries.

VIGOROUS GROWTH OREGON UTILITY

An increase of 250 per cent in the value of its physical properties during the past decade has been made by the California Oregon Power company, the progressive light and power utility which serves a large section of southern Oregon and a portion of northern California.

The value of the physical properties of this concern in 1913, not including water rights, etc., was \$1,787,824.33, and in 1924, ten years later, the properties of the company were listed at \$11,752,616.12. This is a record which is probably not equaled by very many large industrial establishments on the Pacific coast, and indicates the rapidly growing demands for electric light and power service in the territory which this company operates.

In the same period the gross revenue of the company had grown from \$347,261.70 to \$1,370,544.78. The operating and maintenance expenses had increased from \$143,746.67 to \$594,693.97, in the past decade. The net earnings without deducting interest or depreciation climbed from \$293,515.03 to \$775,849.81.

The production of electrical energy by the company in 1913 amounted to 426,485,529 kilowatt hours, and for last year it aggregated 1,452,124,781.

The foregoing figures include those for both Oregon and California districts.

Enlarged joints

Treat painful, enlarged joints with Sloan's. No rubbing! The powerful stimulation that Sloan's gives to the circulation does the work. Allays inflammation, reduces swelling, relieves pain. The chief reliance of rheumatic sufferers. All druggists—35 cents.

Sloan's Liniment - kills pain!

R. R. BRAKEMAN DROWNED IN THREE INCHES OF WATER

WILKESON, Wash., Jan. 12.—Overcome by the gases of a coal burning engine, William Flisak, working as a brakeman on the main engine of the Wilkeson Coal and Coke company, was drowned yesterday when he fell face down in a pool of water not over three inches deep.

A car had been derailed and Flisak went forward to speak to Engineer H. H. Ryan and said in leaving that he would signal when the car was on the track again. Fifteen minutes passed and Ryan going back to investigate found Flisak lying prone in the water and went to his aid. He too, was overcome, however, and Muriel Wilkins, who came to the aid of the men got them to fresh air and applied resuscitation. Ryan was revived but two hours' work on Flisak failed to bring him back to life.

EUROPE HAS WEIRD IDEAS OF SECRETARY HUGHES' RETIREMENT

PARIS, Jan. 12.—Paris newspapers offer explanations for the resignation of Secretary Hughes and for the appointment of Ambassador Kellogg to succeed him which are more ingenious than convincing.

Perlinax of the Echo de Paris believes Mr. Hughes is resigning because he does not see "eye to eye with President Coolidge." The writer says that the president, "dominated by the senate," desires a policy of isolation, while Secretary Hughes "who has spent his life among the half-European society of New York is inclined to intervene in the Old World controversies."

Perlinax says it is certain that "the reign of the republican senate will be confined." He adds that as a lawyer trained in the country, "the secretary of state probably is not big enough to resist the assembly or carry it with him."

Secretary Hughes, in the view of M. St. Brice of Le Journal, is retiring because he intends to run for president.

HAMBURG, Germany, Jan. 12.—Commenting on his resignation, the Hamburgischer Nachrichten expresses belief that Charles E. Hughes intends to run for president. The paper terms him "a sensible and moderate politician."

Referring to Mr. Hughes' New Haven reparation speech, which formed the basis of Chancellor Cuno's economic program, the paper observes:

"In it, for the first time a statesman among Germany's former enemies pointed a desire for conciliation and opened out possibilities for a solution which, while not acceptable in all details to Germany, were certainly hopeful."

MUSSOLINI HONORS AMERICAN WOMAN

ROME, Jan. 12.—Mrs. John Adams Drake of New York City was received yesterday by Premier Mussolini. Mrs. Drake expressed such enthusiasm for the fascist cause that Signor Mussolini authorized her appointment as the first American woman fascist.

Mrs. Drake is president of the American Free Milk and Relief for Italy society. Her work both in this country and Italy was honored by the Italian government and Pope Pius, by whom she was received in private audience.

Radio Programs for Tonight

- KFI, Los Angeles, 469 meters, 8 to 9, Evening Herald program, 9 to 10, Walter M. Murphy program, 10 to 11, Examiner program.
KNX, Hollywood, 337 meters, 8 to 10, evening program and concert sponsored by the Los Angeles Ice and Cold Storage company, 10 to 11, Red Insignia Parker hour presented by the Metro-Goldwyn-Mayer studios, 11 to 12, Ambassador Hotel-Abe Lyman Coconut Grove orchestra.
KGO, Oakland, 212 meters, 8:00, educational program, 10 to 1:00, dance music program by Henry Hadstead's orchestra and soloists, Hotel St. Francis, San Francisco.
KFO, San Francisco, 423 meters, 8 to 9, organ recital by Theodore J. Irwin, official organist at the Wurtemburg, 9 to 10, program featuring Clara Fabeck Barnett, lyric soprano, Gerald G. Ross, accompanist, 10 to 11, Max Inafield's versatile band, playing in the Palace Rose Room bowl.
KLN, Oakland, 509 meters, 8 to 9:20, educational program, 9:20 to 10:15, the American Theater Orchestra, playing incidental music to the Paramount picture, "Tongues of Flame."
KOW, Portland, 492 meters, 8:00, concert by the Oregonian Concert Orchestra, 10:00, dance music by George Olsen's Metropolitan Orchestra of the Hotel Portland (two hours), Intermission numbers by Sheffield's String Orchestra.
7 Die in Burning Home.
CALDWELL, Idaho, Jan. 12.—Two women and five children, negroes, were burned to death when fire destroyed their two-family house near here today.

Generals Calles and Obregon, New and Retiring Presidents, in Mexico City on Inauguration Day



General P. Elias Calles, Mexico's new chief executive, posed for this photograph with General Obregon the day the latter turned over the reins of government of the republic south of the Rio Grande.

Monthly Report of Thrift Shop

December has been a very busy month in the Thrift Shop. The usual amount of shop work with the Christmas donations filled in all our time. The same interest and demand for warm clothing is increasing daily, the people have gladly responded to our request for warm clothing for the city's poor. One hundred and fifty eight garments were donated to 49 persons. Donors to the shop were Mrs. Bellanger, Mrs. Cole, Mrs. Clements, Mrs. Porter Neff, Mrs. Crain, Mrs. Partridge, Mrs. Burch, Mrs. Payne, Mrs. Barry, Mrs. Smith, Mrs. Murray, Mrs. Manning, Mrs. Maust, Mrs. Brackinreed, Mrs. Wilecks, Mrs. Salade, Mrs. E. Poch, Mrs. Swigart, Mrs. Older, Mrs. Cranfield, Mrs. Wolf, Mr. Jannay, Mrs. Farrar, Mrs. Porter, Mrs. Johnson, Mrs. Sunderman, Mrs. Sparrow, Mrs. McKean, Miss Coon, Mrs. Campbell, Mrs. Wheeler and lovely quilts given by the St. Ann's Altar society of the Catholic church which, through an oversight, was not mentioned before. We wish to express our thanks through this report for all donations sent in.

Table with 2 columns: Item and Amount. Includes Cash sales, Credit, Total cleared in cash, Total cleared in services, etc.

NEW AGENTS FOR HUDSON-ESSEX

The Armstrong Motors, Inc., announces that it has been selected as the agency for Hudson and Essex motor cars for Medford, Ashland and territory. Mr. Armstrong has been investigating the Hudson-Exsex proposition for some time and is particularly enthusiastic about both makes.

HENRY FORD BUYS MISS RUSSELL'S CAB

CINCINNATI, Jan. 12.—Henry Ford, Detroit manufacturer, has purchased a handsome cab from W. J. Mulvihill of Cincinnati. It was announced here today. The cab, in which many prominent personages, including William Russell, have ridden, was imported from France many years ago. The cab was shipped to Detroit yesterday.

CONFISCATED STILL FOUND OPERATING IN LOS ANGELES

LOS ANGELES, Jan. 12.—Selling a still and jailing the distiller is all in an ordinary day's work for members of the district attorney's dry squad but today the squad was busy checking up the antecedents of a 500 gallon still seized on the premises of Sidney Miller.

Strong Appeal in Picture at Rialto

Here is a picture of "plain tales of the hills," "The Slenderers," which closes at the Rialto tonight. The "down on the farm" atmosphere is real and life is depicted there with a smoothness that is as restful as a June morning.

Well-Balanced Acts Vaudeville Tuesday

Hunt's Craterian promises another fine vaudeville bill tomorrow matinee and night. One of the feature acts is George Everett in "Concentration," a baffling mystery in which two girls on the stage with piano and violin, instantly play melodies asked for by persons in the audience.

ECZEMA

You will be compelled to admit that the results of S.S.S. are really amazing! Many people imagine that eczema or tetter needs only some external application on the skin in order to get relief. This is because the attention of the sufferer is so violently directed to the intense burning itching which accompanies this disease.

Children Cry for

Fletcher's CASTORIA advertisement featuring an image of a baby and text describing the product as a pleasant, harmless substitute for Castor Oil.

Thompson, The Painter advertisement featuring an image of a painter at work and text describing various painting services.

WINDOWS AND DOORS advertisement describing a large stock of standard doors and French doors.

The Busy Corner Motor Co. advertisement featuring text about late model Dodge Sedans, Willys-Knight cars, and other used cars.

A New Income Tax Law advertisement by GEO. G. HEWITT, INCOME TAX ADVISER, 405 Medford Building.

Central Auto Service advertisement featuring a stage line schedule effective January 8, 1925, with routes to Klamath Falls and Grants Pass.