

FORD REPEATS MONEY ADVICE GIVEN TO BOYS

Spend for Leadership—One Great Need Is Learn How to Spend—Invest in Self Until Forty Years Old.

DETROIT, Dec. 18.—(AP)—Declaring that nobody will develop leadership by "putting money in the bank," Henry Ford today reiterated his advice to boys to "spend for leadership." The statement was an amplification of the one made in Washington recently and which occasioned considerable comment.

"A boy's job is not to accumulate dollars but to use them to prepare himself with the training, knowledge and experience which every leader needs. If a boy saves, it should be with some expenditure in view," Mr. Ford said.

"The last thing a boy needs in this idea of hoarding money, is to learn how to spend money—all the money he can get—for self-improvement.

"To know how to spend money is one of the qualifications of any business man. I don't see how anyone can learn how to spend money wisely except by spending it. No man ever built a productive institution of any kind by saving money. That is done by knowing how to spend money wisely. Invest in yourself until you are 40. It is time enough to save when you can earn more than you can spend wisely, but you will never get to that point by saving."

The statement was copyrighted by the Detroit News and the North American Newspaper Alliance.

RACE HORSES DIE IN STABLE BLAZE

ERLANGER, Ky., Dec. 18.—(AP)—The large barn on Polk Laffoon's stock farm here was destroyed by fire today with seven yearlings and 15 brood mares. The total loss was estimated at \$140,000.

All the brood mares were in foal and the combined value of the animals lost was estimated at \$100,000. Reports were circulated that the fire was of incendiary origin.

Andrew Williams, negro caretaker, was awakened by shouting at the horses terrified by the flames and rushed into the barn only to be overcome by the smoke. The negro managed to crawl out but was unable to save any of the animals.

Mr. Laffoon, who is vice-president and secretary of the Union Gas and Electric company and is heavily interested in racing, said he could not name the horses that perished.

SMOKE FROM SMUDGE POTS CAUSES CRASH

POMONA, Cal., Dec. 18.—(AP)—Earl A. Mathews, 21, former Pomona football star, was blinded by smoke from smudge pots and drove his automobile into a pole. He was killed.

Forty New Cases. PORTLAND, Ore., Dec. 18.—(AP)—Forty new cases of influenza were reported to the city health bureau today, bringing the total since the disease appeared here in November to 519.

Give Him



MUFFLERS

of fine quality imported silk in an attractive selection of patterns and colors. Knit silks and all-wool plaids—

\$1.50 to \$5.00

Campbell Clothing Co.
Men's Wear

On Main St. Near Front

We Give S. & H. Green Discount Stamps

CHAMBER GIVES IDEAS BEHIND PEDDLER MOVE

Secretary Baker Explains Campaign Not Directed at Medford Residents—Aid of Householders Is Asked.

Following is the merchant's side of the issue raised the other day, when Mrs. E. K. Gore and Mrs. George Andrews challenged the cause of the peddler in Medford, following the action of the Merchants' association to send around "No Agents Wanted" signs to local residents in an effort to discourage peddlers and agents in Medford. This presentation was read over KMPD, the Mail Tribune Virgin station this morning by Chamber of Commerce Secretary C. T. Baker, as follows:

In order to clear up any slight misunderstanding that there may be in regard to the Anti-Peddler campaign which is being conducted by the retail trade committee of the Medford chamber of commerce, we have been asked to give a few words of explanation of the ideas of the campaign to the housewives of this city, over the radio.

Let us understand, at the outset, that this campaign is in no way directed at those residents of Medford who earn their livelihood through house-to-house canvassing but rather toward the transient peddler who takes as much as he can get out of the community, and leaves as little as possible in return. During the past year there have been any number of transient peddlers who have visited Medford, many of them selling spurious articles which are misrepresented, and against which the purchaser has no recourse.

Aid Asked

It is the hope of the Medford chamber of commerce that the housewives of the community will lend their cooperation in stamping out this evil of the transient peddler, for he not only takes from the community the funds which he collects, but he also renders little or no service in the delivery of his goods. The purchaser of these goods has no way of knowing whether or not the goods are as represented, and after they are purchased, the peddler has left the community, leaving behind him the dissatisfaction of unworthy merchandise.

The local resident who uses the method of house-to-house canvassing as a means of livelihood presents an entirely different problem. In many cases he or she is a local resident and taxpayer, and as such, is entitled to as much consideration as is the local shopkeeper, and it is not toward this person that the campaign now underway is directed. If, upon investigation of the peddler, the above facts are found to be true, he will be given the endorsement of the Medford chamber of commerce, and the campaign as conducted, will be beneficial to him, rather than detrimental.

Let us analyze, for a moment, the position which the Medford merchant occupies in the community, as opposed to that of the transient peddler. When civic improvement movements are inaugurated, who is the first to respond, both with his funds and his time? It is the Medford merchant, who realizes that as the community progresses, so will his business. When the need for charity or philanthropic develops, the Medford merchant contributes a major share of the necessary funds. When new schools, churches, municipal buildings, etc., are constructed, a large portion of the taxes with which these are built are contributed by the merchants who conduct their business in this city.

Consider Service

Consider, also, the matter of service, which is one of the paramount items in which you, as purchasers of goods, are interested. If an article is bought from a transient peddler, and should that article prove unsatisfactory in any way, there is no method of returning the goods nor of securing a satisfactory adjustment. In the case where the article is purchased locally, the situation is entirely different. An article bought from a Medford merchant has the reputation and fidelity of that merchant behind it, and if dissatisfaction develops, the merchant stands ready and willing to make an equitable adjustment, either by exchanging for another article of like value, or else to refund the purchase price.

May we ask you, then, both as a matter of civic loyalty and good business, to aid the Medford chamber of commerce in promoting good business in Medford, to cooperate with us in alleviating the transient peddler evil, but to finally stamp it out entirely. Without your assistance, this campaign will have been worse than useless, but through your aid, it can be made most effective, and will be returned to the greater benefit of this community.

Mrs. B. H. Bryant, who is representing the Medford chamber of commerce, will call at your home within the next few days, if she has not already been there, and will further explain to you the objects of this campaign, and will explain to you how you can be of assistance. In the interests of community building, will you please give her your entire cooperation, and we are sure that both you and the business men of Medford will be satisfied with the results obtained.

GUIDES BATTLING HEIGHTS IN ALPS RESCUE CLIMBER

GRENOBLE, France, Dec. 18.—(AP)—A rescue party of Alpinists today resumed a dramatic fight against overwhelming odds to reach Jean Doublon, a young newspaperman, who has been stranded on the top of Nero's Helmet peak since Sunday threatened with death by freezing and exhaustion. Doublon was still alive this morning after a night of terrible suffering.

Last night the rescue party, after making desperate efforts to reach him before dark, was still several hundred feet beneath him. They knew that Doublon was still alive by his shouts, but his cries were believed to be growing fainter toward morning.

Last Cantiniers Dead.

SALZBURG, Austria, Dec. 18.—(AP)—The two last cantiniers of the Franco-Prussian war in 1870, women who carried food and drink to soldiers on the battlefield, are dead. Madame Renee Vallot, who lived here, died but a few days after Madame Francoise Gombert, whose death occurred at Hiedes.

COLTON OF UTAH HAS SINNOTT JOB

WASHINGTON, Dec. 18.—(AP)—Representative Colton, republican, Utah, today was selected chairman of the house public lands committee, succeeding Representative Sinnott, of Oregon, who resigned from the house to accept a judgeship.

Representative Smith, Republican, Idaho, was ranking Republican on the public lands committee and ordinarily would have succeeded to the chairmanship, but he is chairman of the irrigation committee and he wished to retain that post.

DIRIGIBLE BASE IN WASHINGTON ASKED

WASHINGTON, Dec. 18.—(AP)—A proposal to establish a dirigible base at Fort Lewis, Washington, was introduced today by Representative Johnson, Republican, of Washington, who said he hoped to make Fort Lewis the chief air port of the west. His bill would call for construction of a hangar,

buildings and other works at a cost of \$3,000,000. Johnson said the support of members of the naval committee of delegations from Washington, Oregon, and Idaho would be sought.

LOWE RHOUSE PASSES BOULDER CANYON BILL

WASHINGTON, Dec. 18.—(AP)—The house accepted today the senate amendments to the Swing-Johnson Boulder Canyon dam bill, sending the measure to the White House.

Governor Dies
ANDERSON, Ind., Dec. 18.—(AP)—Winfield T. Durbin, former governor of Indiana, died today at his home here.

STATE THEATRE

Any Seat 15c Anytime
Children under 12, 10c
Shows Change Daily

TONIGHT
"Breed of the Sea"
Peter B. Kyne's story featuring Margaret Livingston; also comedy.

Only Five More Days

Do Your Shopping at Once

Solve the Gift Problem for All the Family Here

A FEW SUGGESTIONS

Hand Bags, \$3.00 to \$24.50
Thermos Bottles, \$1 to \$5.00
Perfumes, \$1.00 to \$25.00
Vanity Sets, \$3.00 to \$7.50
Boudoir Sets, \$6.00 to \$25
Tapestry Purses (with Whitman's Prestige candy box) \$6.75
Bath Salts, 50c to \$5.00
Boudoir Clocks \$2.50 to \$6.75
Chinese brass novelties at 65c to \$2.50
Cameras, \$1.00 to \$37.50
Candy, \$1.00 to \$7.50

Whitman's Prestige candy box \$6.75
Bath Salts 50c to \$5.00
Boudoir Clocks \$2.50 to \$6.75
Chinese brass novelties at 65c to \$2.50
Cameras \$1.00 to \$37.50
Candy \$1.00 to \$7.50

Bill Folds \$1.00 to \$7.00
Keychains 50c to \$3.00
Cameras \$1.00 to \$37.50
Cigarette Cases \$2.00 to \$3.00
Brush Sets \$2.00 to \$12.50
Shaving Sets \$1.00 to \$3.50
Shaving Brushes 75c to \$5.00
Leather Sets 75c to \$7.50
Cigarette Boxes (with Whitman Candy Box) \$3.25

Conklin Pens \$2.50 to \$7.00
Conklin Pencils \$1.00 to \$4.50
An assortment of good Christmas stationery—Special, box \$1.00

Heath's Drug Store

Fred — Larry
Telephone 884

MANN'S—The Best Goods for the Price—No Matter What the Price—MANN'S

WEDNESDAY SPECIALS AT MANN'S DEPARTMENT STORE EVERY ITEM A MONEY SAVER



Buy Her a Coat for Christmas

\$15 Coats, \$9.95

Just a few winter coats in this lot made of all wool materials lined throughout, trimmed with big fur collars. Real \$15 values, \$9.95 Wednesday

\$35 Coats, \$15

Women's splendid quality Winter Coats, have big fur shawl collars, all good colors and sizes lined and interlined up to \$35.00 values, Wednesday \$15.00

Bath Robes and Negligees for Gifts

Bettina Silk Kimonos in plain and floral designs; colors black, rose, blue and green. Special \$5.95 Wednesday, each

Padded Silk and Satin Robes

In black, rose, blue, yellow and red; have the new shawl collars, silk cords, long sleeves. \$9.95 Wednesday special, each

Imported Houri Coats Made of Pongee

and Oriental Silks, black, red and green backgrounds, with beautiful Japanese Print designs. Priced from \$8.95 to \$19.75

Special Values in Corduroy and Blanket Robes

"Dexdale" Water Repello Silk Hose

Full-fashioned with pointed heel, made of Pure Silk, will not spot with water or mud. All colors; Wednesday, pair \$1.50

La France Silk Hose

Made of Pure Silk, full-fashioned, service and chiffon weights, silk from top to toe. Regular \$1.95 quality, Wednesday, pr. \$1.75

Dainty Underwear for Christmas Gifts

Sunbeam Rayon Bloomers

In all the light shades, all sizes; good quality. Regular price \$1.85; Wednesday, \$1.50 pair

Crepe de Chine Shorts, trimmed with dainty ruffles, all colors, very special, pr. \$3.45

Crepe de Chine Gowns

In attractive styles, good quality, all colors. Very special Wednesday, each \$3.95

Crepe de Chine Pajamas, made with lace yokes; a very good quality, special, pr. \$5.95

Towels

18x36-inch Cotton Huck Towels in fancy blue, green, rose and gold borders; splendid quality. On sale Wednesday, 29c each

A Big Doll Special

100 Beautiful Dolls, 21-inch size, have unbreakable heads, nicely dressed, all say "Ma-Ma". Why pay \$1.00. On sale Wednesday, each 85c

Children's \$1 Handbags 79c ea.

Children's \$1.75 Handbags \$1.59 ea.
Women's 59c Handkerchiefs 49c ea.
Women's Lined Driving Gloves \$3.45 pair
Women's \$4.00 Kid Gloves \$3.45 pair
Kayser's Pure Silk Hose \$1.50 pair

Complete Line of Ornaments

For Christmas Tree Decorations including snow, icicles, tinsel and tree lights. Priced from 5c to \$1.25

Mann's Department Store

SHOP EARLY
Only 5 Shopping Days Before Christmas

Mail Orders Promptly Filled — Postage Prepaid