

### The Cost of a Job

Following is text of an address, "The Cost of a Job," recently delivered by W. J. Cameron, of the Ford Motor company:

"If you were to set up business as a wood-cutter, you would need an ax and a tree to begin with. Fortunately, you would not have to make your ax; the work of mining and smelting the iron, shaping and tempering the blade, forming and fitting the helve has been done for you by other men. Two or three dollars for an ax, \$10 for a tree, supplied by yourself or someone else, and you can go to work. But there would have to be a tree, an ax and a man—the material, the tool and the labor—before there could be any wood-cutting. If the wood were sold, a truck, a train or a boat would be needed to transport it to its purchaser. That would require another outlay of work and money. If the wood were made into paper, or finished for furniture, mills would be required, and yet more outlay. Behind any job there must be capital. Unless the tools are there the worker cannot work. Unless a large number of people take some trouble about it, the tools will not be there.

"That is the pedigree of capital, which simply means the cost of putting a man to work. Capital—not 'capitalism'—we shall speak of capital another time. The money cost of putting a man to work is not the whole cost, by any means. Money is probably the least part of capital; the workman who puts in his energy and skill invests true capital, too. But, for a beginning, consider tonight the money it costs to create a modern job.

"In the Ford Motor company the cost of setting up an average job where a man can work, is \$9,007.37. When a man is employed there must be provided a place for him to work—land, the factory building and its various services—and that costs something. He must have tools to work with—modern tools are expensive. He must have materials on which to use the tools—materials are costly. The Ford Motor company finds that for each employe at work, \$2,508.55 is needed for real estate and buildings. The average cost of equipping a job with the necessary machinery is \$2,670.59. Merchandise and supplies, the material on which the man and machine work, must be kept at a constant average value of \$564.78 for each job. There—you have spent \$5,344 on the job already. Of course there are other things—taxes must be paid or there would be no factory at all. And to keep up the necessary stock from day to day, pay wages promptly, generate the electrical power for each employe man to use, and maintain the operation of the shop between the time goods are produced and the time money for them begins to come in, requires a sum of ready cash. Besides this, tools are always wearing out and needing replacement. And altogether these costs run into another \$3,663. Thus it takes \$9,007 to set up a job, and that is a remarkably low figure, because of the number of jobs involved.

"In just one way can that job be maintained for the man after it is set up, and that is by distributing what he produces. You cannot sell the real estate he uses, nor the machine he uses, nor the raw material; only what is produced on that ground, by that man, by means of those tools, and out of that raw material—only that can be sold. The company finds that for the year ending last September 30, its total sales divided by the number of employes amounted to \$6,979.49 per employe. Some one will immediately say, 'Hear that? Sixty-nine hundred dollars out of a 90 hundred dollar investment every year!' That is the way politicians figure. Well, if income were all profit, yes! But every housewife knows that household income is far from being household surplus. Take that sum which we receive for sales per man employed, and see what has become of it. Fully 94 per cent of it has gone for wages and materials, and after taxes and depreciation were paid, one and a half per cent remained for the company. That is, out of every dollar of income from sales in the year ending September 30, our own and other employes received 94 cents; the Ford Motor company received 1 1/2 cents. Or, one whole year's operation of the average job paid \$1,468.85 to the employe who operated it, and paid \$111 to the company that invested \$9,000 to establish and maintain it.

"That is a close-up picture of what a job costs, how it is maintained and how the wealth it creates is distributed. It is simply a turn-over of value which, like the circulation of the blood, nourishes all the economic organs in its course. If anyone attempts to bleed it by taking unnecessary profit; if any part concerned is not fairly repaid for what it contributes; if the circulation becomes sluggish. And what all of us are concerned with is economic health."

### COACH RECALLS ROGERS' QUIP ON FOOTBALL GAME

Will Rogers feared General Pershing might have to play football during the 1928 game between Army and Stanford. Glenn S. Warner, coach of Temple university, Philadelphia, recalls.

"After Stanford had severely defeated Army in a post season game in the Yankee Stadium in 1928," recalls Warner, then coach of Stanford, "Bill Jones, Army coach, and I were invited to the theater where Bill was subbing for Fred Stone. During the show Rogers introduced me to the audience, and wise-cracking about the game, he said:

"Bill Jones used so many substitutes, that General Pershing left the stands before the game was over for fear he might have to play."

Millions now have an opportunity to contribute to the memory of Will Rogers. Famous friends have organized the Will Rogers Memorial commission. It is hoped everyone who smiled with Rogers will come forward with a subscription. Take it or send it to your bank—or any bank—or use the accompanying coupon to send your subscription to this office. Every cent subscribed will be used for memorials to be selected by Henry Ford, Herbert Hoover, Alfred E. Smith, Will H. Hays, Jesse H. Jones, Owen D. Young, Vice-President John N. Garner and other men and women of national prestige and respect.

### STEEL BID COLLUSION IS CHARGED BY ICKES

WASHINGTON, Nov. 21.—(AP)—Secretary Ickes accused four steel companies today of "collusion" in submitting identical bids on both an ocean terminal at Morehead City, N. C., and the trolley bridge in New York city.

Weather. Oregon: Fair east and generally cloudy west portion with rain west portion Friday and on coast tonight; no change in temperature; moderate southeast winds off the coast.

### T. R.'s Widow Hurt



Mrs. Edith Kermit Roosevelt, widow of President Theodore Roosevelt, was confined to a hospital at Oyster Bay, N. Y., after suffering a broken hip in a fall in her home. She's 74. (Associated Press Photo)

### NORTHERN FORCES PUT TO FLIGHT BY ITALIAN INVADERS

(Continued From Page One.)

tions were a "formality," and merely "to keep the door open and show the world France and Britain are fulfilling their obligations," to seek peace.

Emperor Haile Selassie was back in Addis Ababa today, having completed an aerial tour of the southern war front shortly before two fascist airplanes flew over the section he had surveyed.

Selassie Returns. The Ethiopian government announced the Italian machines passed over Harar and Direwawa, in eastern Ethiopia, just after the Lion of Judah started back for the capital, which he left only Tuesday. The communiqué said the Italian planes dropped no bombs, indicating they were "purging the Ethiopian planes" or reconnoitering.

Anti-British feeling was again manifested in Egypt, as students and other groups compelled some shops to close as a demonstration against Great Britain. Police battled with the demonstrators, who broke many shop-windows, but there were no serious injuries up to mid-afternoon.

Egypt's collaboration in sanctions against Italy, opposition to British influence and disapproval of the policies of Premier Tewfik Nassim Pasha have been responsible for the prolonged disorders.

Unexpected rains slowed the advance of Gen. Rudolf Graziano's Italian southern army, as roads were clogged with mud, delaying the movement of guns, provisions and ammunition.

Still Hopeful. Haile Selassie, on returning to the capital, declared, "I have kept my word by going to the front among my soldiers. I was most gratified at seeing for myself the loyal devotion being shown by my troops for their fatherland, and their magnificent bravery. I believe that with the help of God our righteous cause will prevail."

Sources close to the emperor said they believed he had issued definite battle orders to Ras Nasibu, Ethiopian southern commander, at Jijiga.

Denial of the Italian report from Amara that 2,000 Ethiopians were killed in a bombardment by Italian planes Monday was made by the Addis Ababa government. Instead, the official communiqué stated, the Ethiopian commander in the Makale area reported 30 killed and 50 slightly wounded.

Italy continued its efforts to combat league sanctions. It was announced some main avenues in Rome would be darkened to save electricity.

Archbishop Rosa, in a speech at Perugia, asked for a blessing on what he termed Italy's attempts to break the ring thrown about her to prevent her taking civilization to barbarians.

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Keith Topping of Pasadena, Calif., is a star end on the Stanford football squad. He was among the coach's best last season and got off to a good start this year. He is a senior. (Associated Press Photo)

Chicago (UP)—It's a break for the girl who is left holding this season's bag.

And more likely than not the success of her ensemble will be shaped by the shape of the bag she holds. Not for many autumns have handbags played so important a role in the saga of chic.

The popularity of colored leathers forecast in the early showings of Parisian designers became established when style authorities at the Merchandise Mart introduced originalities in the Renaissance colors which control winter fashions.

The conservative dark blues, browns and blacks of other years have given place to leathers in the high style colors, with gloves, hose and shoes prepared to do their part in enforcing the decree for matched accessories.

Oxblood, rust, sage green, olive green, bright green, the new vivid blue and plum are governing hues for accessory groupings, with the bag the most important factor.

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Alligator leather is back again, but dressed in colors that flout its crocodile ancestry. Stuffed suede is widely used and pin leather is a stand-by. In shapes, the envelope is still popular, but the smartest receptacles for powdered rouge, lipstick and coin boast handles. Bags that are squat and pouchy have the double charm of holding items enough for an overnight jaunt without losing their shapes.

### STRATO RECORD MADE OFFICIAL

WASHINGTON, Nov. 21.—(AP)—A new international altitude record of 72,395 feet was set by the November 11 flight of the National Geographic Society-Army Air Corps balloon Explorer II.

This mark was certified as official today by the National Aeronautics association. It exceeds by 11,196 feet the old record of 61,237 feet set by Lieutenant Commander T. G. W. Settle and Major Chester Fordney November 20, 1923, at Akron, Ohio.

It also exceeds the unofficial world mark of 72,200 feet set by three Russian balloonists in 1934, their record never having been verified, because their balloon crashed on its descent, killing the crew and smashing most of its instruments.

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EAGLES DRILL TEAM MEETING TOMORROW. All members of the Eagles' drill team are asked to attend lodge tomorrow night in uniform. It was announced today by Jack Heuston, captain. Drill team members will assemble at the lodge hall at 7:45 p. m.

### What SHE TOLD WORN-OUT HUSBAND



She could have reproached him for his temper—his "all-in" complaints. But wisely she saw in his frequent colds, his "fagged out" condition the very trouble she herself had whipped. Consumption! The very morning after taking NR (Nature's Remedy), as she advised, he felt like himself again—keenly alert, peppy, cheerful. NR—the safe, dependable, all-vegetable laxative and corrective—weakly, the usually naturally stimulates the inactive tract to complete regular functioning. Non-habit-forming. Try a box tonight. 50c.—at drugists.

FREE: This week—21 your druggist—Remedy's Cure 1885-1935 Calendar. Examine with the purchase of a 50c box of NR or a 10c tin of Tums (For Acid Indication.)

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CALIFORNIA HOME BRAND

This SPARKLING CRYSTAL COLONIAL PARTY DISH

This thrilling \$1.50 retail value sent to you for any assortment of eight bottle tops or can labels bearing C-H-B trademark and 15c to cover handling costs.

Hand-Crafted by DUNCAN 8 1/2 in. wide, 1 1/2 in. deep. You'll fall in love with this beautiful gift... The perfect dish for all dainties! Discover supreme quality C-H-B Condiments and Vegetables now... and get this alluring present! Enclose 15c in coin to Premium Dept., C. Calif. Conserving Co., 110 Market St., San Francisco.

OFFER EXPIRES JAN 31, 1936

# SPECIAL PURCHASE BANKRUPT STOCK

This Fortunate Purchase Means a Big Pocket Book Saving to Hundreds of People in Southern Oregon! Shoes, Hosiery, Remnants, Raincoats, Underwear, Sweaters

## SALE OPENS TOMORROW MORNING at The M. M. BARGAIN BASEMENT

306 pair Children's Stockings <b>7c pr.</b> White, brown, black hose in long, short and 3/4 lengths. Sizes 6 to 16. Sold for 25c and 35c.	248 pair Children's Stockings <b>14c</b> Long or short, dark and light colors, extra fine rib, regular up to 50c.	78 pair Women's Rubbers <b>49c</b> Regular 58c. Full run of sizes.	47 pair Women's Garter Galoshes <b>49c</b> Snap, buckle and zipper styles. Regular \$1.25 to \$2.00 pair.	63 pair Boys' and Youths' Rubbers <b>49c</b> Heavy soles storm rubbers. A complete range of sizes.
Women's Low Shoes <b>\$1.49</b> You should be able to fit yourself in this lot; assorted sizes and styles.	Women's Low Shoes <b>\$1.89</b> Styles in this lot that are just dandy. An opportunity that will not come again.	Children's Low Shoes <b>89c</b> Very few dark shoes in this lot, but they will do just as well for every day wear for the children. All sizes.	Men's Work Shoes <b>\$1.59</b> Only a limited number of pairs in this lot but every size is there.	Men's Work Shoes <b>\$1.98</b> Shoes are going up; better buy a pair now.
4 Men's Woolen Army Coats <b>\$2.98</b> Regular army style. They will sure keep you warm. Sold up to \$12.50.	2 Men's Sheep Lined Coats <b>\$3.98</b> Wool collars. Sold at \$11.00. Sizes 40 and 44.	2 Boys' Sheep Lined Coats <b>\$2.98</b> Sizes 20 and 32. Sold at \$7.25.	6 Men's Cloth Rain Coats <b>98c</b> Knee length. Sold for \$3.50.	21 Boys and Girls' Rain Coats <b>\$1.00</b> Red, gray, brown, black; warm linings. 8, 10, 12, 14, 16 sizes. Sold up to \$4.30.
<b>Remnants--One-Half Price</b>				
All the Piece Goods in this stock cut into Remnants. You will want them to make up your Christmas gifts.				
<b>BUY NOW!</b>				
<b>Misses Cotton Union Suits 45c</b>				