SALESMANSHIP IS TOPIC OF BRIGGS AT ROTARY MEET

"Salesmanship" was the subject of interesting address presented before the Medford Rotary club today by Coyle Briggs, Standard Oil company official of this city. Members of the Medford club, assembled in the basement banquet hall of the Hotel Medford, found Mr. Briggs' talk a valuable one, covering the evolution of modern salesmanship from the dawn of history.

"Painting a picture of value on a person's mind," was one of the best definitions of salesmanship given by Mr. Briggs. He termed the successful salesman of today a "merchandising expert" and pointed out the fact that salesmanship affects every phase of life and makes possible large scale production and subsequent reduced consumer costs. The three types of salesmanship were given by Briggs as personal or person-to-person selling, visual or selling through displays and advertising, and auditory which includes radio.

As a feature of the last week's Rotary meeting, Dr. C. I. Drummond, county physician and health officer, described his interesting experiences while attending the Harvard Health school. Dr. Drummond was the only health officer and physician west of the Mississippi to be honored with a scholarship at this world-famous school which is endowed by the Rockefeller Foundation.

Dr. Drummond paid high tribute to those who conducted the great school for health research and lauded their inspiring leadership in the humanitarian field of bettering public health conditions.

LEGION IS PREPARED TO SERVE BIG CROWD AT FREE STAG PARTY

Arrangements were completed this morning to accommodate a large attendance at the free stag party to be given tonight by Medford post of the American Legion for all World war veterans of Jackson county. The event will be held at 8 o'clock in Knights of Pythias hall at 5th and Grape streets.

A special program of entertainment will replace the usual business session. At the conclusion of the program a turkey dinner will be served, the post featuring turkey as a means of carrying out the Jackson County Chamber of Commerce program to reduce the surplus supplies of the birds. In addition several large dressed turkeys will be available for the post's contest.

"All county veterans of the World war, whether members of the Legion or not, are cordially invited and we hope to see a large crowd present," said J. F. Fliegel, post commander.

Every veteran who attends was urged by Mr. Fliegel to bring at least one book for the new library in Bandon which was destroyed in September by fire.

TURKEYS TO COST AROUND 25 CENTS

PORTLAND, Ore., Nov. 24.—(AP)—Thanksgiving day turkeys will cost the housewife about 25 cents a pound, market observers predicted today, in contrast to prices of pre-depression days ranging up to 60 cents.

A scarcity of small toms was noted, the market being flooded by a crop of exceptionally large toms weighing up to 26 and 30 pounds. Hen turkeys, which probably will retail several cents above the prices for toms, are weighing between 10 and 16 pounds, compared to former years when weights ran from 8 to 12 pounds.

BALL TO FEATURE NEW SWING STYLE

Swing music and an exhibition swing dance will feature the annual fireman's charity ball to be held Thursday night at Oriental gardens.

The popular style music will be provided by Steve Whipple and his nine-piece band. For a correct interpretation of the fashionable music dancers are invited by Fire Chief Roy Elliott to come to the gardens and hear the popular Medford orchestra.

During the evening the Eva Benson studio will present Jewel Deter and Howard Poffenbarger in a swing dance, described as the latest ballroom creation.

Tickets for the ball are selling rapidly and a large attendance is anticipated, Chief Elliott said. He added that preparations have been made to handle a large crowd comfortably. Tickets may be procured from professional and volunteer members of the department or at the Jackson County Chamber of Commerce.

As usual, the entire net proceeds of the ball will be used by the firemen in refurbishing discarded toys for distribution to poor children at Christmas. Through this fund the firemen each year present hundreds of toys to under-privileged children who otherwise would have a giftless Christmas, Chief Elliott pointed out.

CHRYSLER TOPS 'EM ALL.

Constipated 30 Years

"For thirty years I had stubborn constipation. Sometimes I did not go for four or five days. I also had awful gas bloating, headaches and pains in the back. Adlerika helped right away. Now, I eat sausage, bananas, pie, anything I want and never felt better. I sleep soundly all night and enjoy life."—Mrs. Mabel Schutz. Give your bowels a REAL cleaning with Adlerika. Get rid of GAS.

Jarmin's Drug Store

RELIEF DIRECTOR HITS WPA ACTION ON ELDERLY FOLK

(Continued from Page One.)

submit its budget," Chapman asserted.

C. A. Bigelow, Multnomah county commissioner, commenting upon the WPA, said:

"The commissioners and judges and you, yourself, Mr. Goudy, know these persons must be provided for and at present there is no provision to be made for them."

Chapman asserted that the WPA "is the only department of the government that has failed to submit its budget today."

"The clever political move was made last year and it is being made again this year," continued Chapman. "By lopping off certain persons, such as those over 65 in Oregon, it is creating public sentiment for WPA that is already gaining force."

The editor cautioned the association to watch the coming legislature, saying that five of the legislators elected from Multnomah county were without experience in public affairs.

CHRYSLER TOPS 'EM ALL.

GRAND JURY FINDS SIX INDICTMENTS; TRIO ARE SECRET

(Continued from Page One.)

based upon the auto accident, on the Pacific highway near Jackson Hot Springs last September, when the auto driven by French left the highway and crashed into a power pole, resulting in the death of Miss Edith Barry of Adel, Ore.

The indictment against Mesaal is based upon the hit-run tragedy near Talent September 13, wherein Everett J. Thompson of Talent, a highway pedestrian, was struck and killed by an auto.

The grand jury investigated but returned no findings in the death of Avis Brood, 14, Central Point girl bicyclist, killed when struck at the tersection of the Pacific highway and Main street, Central Point, last summer, by an auto reputedly driven by Z. J. Riggs of Hillsboro, Ore. A coroner's jury previously reported conflicting testimony, the district attorney said.

Jack Lane, charged with forgery, and Albert Varner, charged with burglary, entered pleas of guilty this morning. Lane is charged with passing a $10 check bearing the bogus signature of James Valentine, and Varner is charged with breaking and entering the Southern Pacific freight depot.

The grand jury report recommends that a new cook stove be installed in the county jail; that better drainage be provided for hog pens at the county poor farm, also that comfortable rocking chairs be installed for use of the inmates, and that a shower bath be installed at the county machine shops for the use of employes. It is suggested that the employes build the shower bath, the county to furnish the materials.

The grand jury also investigated a number of matters in which they made no findings, or returned not true bills.

CHRYSLER TOPS 'EM ALL.

TOO LATE TO CLASSIFY

IMPROVED 75 acres, 36 paid-up water, 45 bottom land, close to high school, $6500; terms. Sheley Agency, Pacific Hwy., just north of Medford.

WORTH-WHILE PRESENTS—Woven Oregon lavender coat hangers, fragrant. Also school bags. 20 So. Peach St.

'30 BUICK COUPE; will take smaller car in trade. See Tom, 206 No. Riverside.

EXPERIENCED MAN wants ranch work. Bill Glass, Eagle Point, Rt. 3, Box 138.

A-FORD COUPE—Cheap for cash. No dealers. After 6, 8 E. Jackson St.

FOR RENT—Apartments, 334 Apple.

WANTED — One lady for saleswork. No house to house. No experience necessary. Apply 211 North Peach.

FOR SALE—Beautiful home one mile from city; modern, over acre land, good water; $2500, terms.

Also—

Fine 6-room residence on east side; oil burning furnace, 3 bedrooms, all in excellent condition; priced reasonable; terms.

H. G. WILSON
7 Chestnut. Phone 1564.

FOUND — Purse containing change. Owner identify and pay for ad. 1016 E. Jackson.

WANTED—Man to sow 100 acres of grain on shares. Box 185, Jacksonville.

TRADE—Jersey milk cow for laying hens. Part cash. 523 Effie.

WANTED—Extra waiters and waitresses, kitchen help. Phone 364-R-1, Ashland.

FOR SALE—Franquette walnuts. 1½ miles N. W. Central Point. P. D. Lofland.

FOR RENT—5-room furnished house, first class, $20. 1020 Court St. Key next door.

EQUIPPED DAIRY RANCH
65 acres, 30 acres clover and alfalfa, balance pasture; 6-room modern house, large new barn; place fenced and cross-fenced with woven wire; 7 good cows, 2 heifers coming fresh, good team horses, full set of good machinery, 45 tons hay in barn. Well located. Total for all $4500.00. THE REAL ESTATE EXCHANGE
Phone 1496; evenings 1330-R.

BIG Thanksgiving Eve Dance at Rogue River Wednesday night. Peppy music, excellent floor. Everybody welcome.

WANTED—Work by hour. Tel. 1565-R.

FOR SALE—Two-year Bronze breeding hens, $4; 1-year Bronze toms, $5. Foley ranch, 1½ miles S. E. Gold Hill.

FOR RENT—Modern 5-room house. Phone 287-R.

FOR RENT—Small furnished house, suitable for couple; no children; $12.50 mo. 264 Beatty St. after 5:30.

WANTED—Man with some experience in cabinet work to go in shop with me. No cash requirement. Phone 1577-X.

FOR RENT — Upstairs furnished 3-room apartment, close in. Tel. 1075.

BEAUTIFUL half Chow puppies, $5 up. Classy pair matched black Scotties. New litter of Scottie pups for Xmas delivery; 2 miles south on highway.

FOR SALE—Alfalfa hay, $10 ton. C. A. Learned, out by Chester Fitch's place.

DR. GEO S. JENNINGS
Osteopathic Physician and Surgeon and Optometric Eye Specialist
Now in Permanent Offices
424 Medford Center Bldg.
Medford, Oregon. Tel. 843

Insist On Delicious
Lost River BUTTER

New HIGHER QUALITY ANTI-KNOCK 76 WINTER GASOLINE

fastest starting MOTOR FUEL WE EVER MADE!

FASTEST AT STARTING

FASTEST OUT OF TRAFFIC

FASTEST ON HILLS

L-O-N-G ON MILEAGE

TRY IT TODAY! It's climatically "zoned" for quicker-starting at any temperature.

You'll like New Winter 76 because it's tops in anti-knock quality, because it starts quicker on cold mornings, gives faster pick-up in traffic and full power on the hills.

And when you check the speedometer record you'll like it because its mileage will be right up to the maximum possibilities of your car.

Winter 76 brings you all of these advantages because it is a scientific blend of *four special types of gasoline*—each refined to contribute to the improved quality of this remarkable new motor fuel.

In addition, by means of double volatility control, Winter 76 is adapted to the temperature extremes of each section of the Pacific Coast. This means that 76 is adjusted for quicker starting in *your territory*—without sacrificing acceleration or mileage.

All 76 dealers are now pumping this new Winter 76. Try it today! It comes to you the finest non-premium anti-knock gasoline that it is possible to buy.

UNION OIL COMPANY

MANN'S

Store Closed Thursday, Thanksgiving

Sale of Holiday
SWEATERS

Tomorrow the Sweater section will feature these outstanding Sweater values for Women and Misses. Barrel styles, slip-overs, twin sets and jacket types in a complete selection of colors and weaves.

An inexpensive Sweater, ideal for school or office wear. These are of fancy weave cotton in maize, orange, natural, blue, pink and rose—small, medium and large sizes. Barrel type. **49c**

A group of novelty weave all wool slip-over Sweaters in sizes 34 to 40. New collar lines and warm long sleeves. Colors are wine, brown, rust, white and green. Your choice **$1.95**

Special tomorrow! Lovely Brushed Wool Twin Sweater Sets—Jersey Slip-ons and Brushed Wool Zipper front affairs in rich Autumn colors for only $2.95. These come in sizes 34 to 42. **$2.95**

NEW WOOL SKIRTS

New Skirts to wear with the new Sweaters! All wool flannels with smart front and back pleat. A good looking tailored skirt in navy, oxford, green, black and brown. Some have zipper fasteners. Sizes 24 to 34. **$1.95**

MANN'S SECOND FLOOR

Big Double Blankets On Sale Tomorrow

A wonderful value in 25% Wool Blankets tomorrow at Mann's! Big full bed 72x84 inch double size for only $5.49 pair. These are sateen bound and come in attractive green, rose, blue, gold and orchid plaid patterns.

$5.49 pr.

We are again offering a splendid Assortment of the NATIONALLY KNOWN

Empire State Certified DRESS LENGTHS

EXCLUSIVE with this DEPARTMENT STORE in all the latest materials for immediate wear

- Fancy Acetates
- Cereal Crepes
- Rough Crepes
- Crepeback
- Satins
- Panne Satins
- Rasha Crepes
- Novelty Sheers
- The newest Surface Weaves
- The latest Fall Novelties
- Cantons
- Challis
- Matelasses

PLAIN and PRINTED

WHITE SEAL — 3 to 5 yards — If bought by the yard would cost $3.49 — **1.98** the length

BLUE SEAL — 3½ to 5½ yards — If bought by the yard would cost $4.49 — **2.98** the length

NO MEASURING—NO WAITING
NO CUTTING—NO SAMPLES

MANN'S