

Receipts 100 Years Old  
PAINESVILLE, Ohio (UP)—Six receipts, almost 100 years old were discovered in some old furniture by E. L. Cunningham. One of them dated February 19, 1840, is for a load of wood valued at 75 cents to be exchanged for a subscription to the Painesville Telegraph from February 10 to July 25, 1840.



**LYONS 70-Proof SLOE GIN**  
Made from imported sloe berries, it has the true sloe berry flavor... a rich, ruby color... a distinctive, fruity tang.  
FIFTHS, \$1.30 PINTS, 85c  
THE E. G. LYONS & RAAS CO.  
San Francisco, California

### COMFORT MAKERS SAY NEW INDUSTRY WILL AID FARMERS

#### Nestle Down Company Visions Huge Demand for Goose Down — Material Worth Three Dollars Lb.

National distribution, through direct selling in cooperation with retail establishments, and a huge, modern factory in Medford doing thousands of dollars worth of business a day.

Such is the future of Nestle Down Sales company, one of southern Oregon's newest industries, as seen by F. C. Leslie, organizer of the sales program for the makers of pure-goose-down comforters. The company is located at 215 1/2 East Main street.

The active sales campaign for the new company, which was organized by Henry Petri of Medford following his invention of the new process for the construction of such comforters, was started immediately after July 4. Already, Mr. Leslie revealed, 100 orders have been received from local residents, some for future delivery and some to be delivered at once.

Three Salesmen  
Three salesmen are employed by the company, and they have averaged better than one sale a day in the three weeks the campaign has been underway. They are Tommy White, Frank Haggerty and Hobart Luther. Mr. Leslie stated that, regardless of the hot weather, Medford residents were showing extreme interest in the product and that salesmen were having no trouble selling comforters. He added that sales so far represented a cross-section of the middle and upper brackets of the potential local market.

"Judging from the reception our product has received from Medford people," Mr. Leslie stated, "a peak production of 500 comforters a day can be reached within the next six months. When that occurs, and the Pacific coast area is supplied for the first time with Nestle Down comforters, we plan to open up a national advertising and sales campaign, bringing employment to many local persons and a large payroll to Medford."

#### Vast Market

Mr. Leslie explained that the national campaign would combine direct selling with retail store cooperation. He stated there were from 15 to 20 million potential prospects for comforters in America, and that it was possible for the local company to reach those customers through proper channels.

"Immediate steps ahead," Mr. Leslie pointed out, "are to arrive at a 1000 membership, that is, accumulate 1000 orders for the comforters, then move to a large building and equip it with modern machinery for manufacturing on a large scale. Production would be stepped up to two or three hundred comforters a day in a short while. When that point is reached, we will be ready for our national campaign."

Farmers of southern Oregon will be offered the opportunity of developing a new industry as Nestle Down sales increase, Mr. Leslie said. At present, the company is purchasing its goose down from the middle west, lone source in the country. He stated there was no reason why the down couldn't be produced here; that southern Oregon and the northwest was considered the finest territory in America for the raising of geese.

#### Down Worth \$3 Lb.

During the lifetime of a goose, Mr. Leslie explained, about one-third pound of down can be clipped. As the market price of goose down is \$3 a pound, the average goose yield would be \$1, enough to pay for the expense of raising the fowl. This would leave the farmer a clear profit on the carcass, he pointed out.

Between three and four pounds of goose down is used in the manufacture of a Nestle Down comforter. Mr. Leslie explained; in other words, from \$9 to \$12 is expended by the company for down for each comfort-

er. With the company producing 500 comforters a day, that would mean an expenditure of from \$4500 to \$6000 a day for down, Mr. Leslie explained, and added that a large portion of that money could be spent in southern Oregon if farmers started raising geese. He emphasized that there was no reason why the raw material couldn't be produced on the Pacific coast.

#### To Expand Selling

Salesmen of the company have worked only in Medford, to date, but plan to include Grants Pass and Ashland in the near future, then spread out to take in the entire Pacific coast, Mr. Leslie stated.

The Nestle Down comforter, whose average weight is only 4 1/2 pounds, is manufactured by a special process invented by Mr. Petri. The top and bottom coverings are not stitched together, as in ordinary comforters, thus providing air-plus-down insulation. Mr. Leslie explained. It has proved itself equal in insulation to from four to six army blankets at almost 10 times less weight, he stated.

### CHINESE TRAITOR IS ASSASSIN'S TARGET

SHANGHAI, July 22.—(AP)—Wan Shi-Sen, Chinese member of the Japanese-dominated local government of the Shanghai district, was shot and killed by two gunmen in his home in the international settlement today.

One assassin escaped but the other was caught by a watchman. Settlement police questioned him and a series of widespread raids with numerous arrests followed.

There have been more than a dozen political assassinations in Shanghai since the Japanese army occupied the district. Most of the victims have been Chinese who had taken office in the Japanese-dominated regime. Wan was chief of the judicial department of that regime.

**SLASHED!**  
Coats and Suits cut to \$10.95 up  
Ethelwyn B. Hoffmann.

### RURAL MAIL BOX STANDARDIZATION POSTOFFICE AIM

#### 'Clean Up Rural Week' Will Start August 1 Through-out Country — Carriers to Seek Cooperation

An effort will be made here to procure the installation of standard rural mail boxes during "Clean Up Rural Week" which will be held throughout the country beginning August 1, it was announced today by Postmaster Frank DeSouza.

During the week rural carriers working out of the Medford postoffice will endeavor to contact all rural residents and discuss with them the replacement of boxes not standard in size and appearance. Mr. DeSouza said. The rural carriers to engage in the work are Myron F. Sheets, F. Edwin Nichols, Hans Ramin and Gunder O. Sanden. Herbert Hartle and Frank Hensper, substitute carriers, also will assist.

#### To Aid Delivery.

Regarding clean-up week, a postoffice department bulletin said: "Unserviceable and unsightly rural mail boxes both retard delivery of mail and detract from the natural scenic beauty of the highway. Particularly to be deplored are the non-regulation, old style top-opening boxes, as well as makeshift receptacles which expose the mail to the elements."

"It is the desire of the postoffice department not only to correct the above-mentioned unsatisfactory situation but to encourage all rural mail patrons generally to possess pride in their boxes, both in the manner of

erection, neat stenciling and tidy appearance."

For several years, Mr. DeSouza said, the postoffice department has been engaged in an effort to standardize rural boxes in size and appearance, primarily because of assistance in the delivery and collection of mail and also because of the appearance of the highways.

#### Give Bad Impression.

"Unightly mail boxes often give wrong impressions of conditions in a community," Mr. DeSouza said. "People traveling along the highways see the mail boxes first and the adjacent homes and farms afterward."

"We had fine assistance from state and county highway departments and due to their cooperation new mail boxes with proper posts have been installed along principal roadways. There remain, however, many rural boxes that should be replaced with modern equipment and we're asking all to unite with the postoffice department in making these improvements."

### PROBE DISCOVERS NO COLLUSION IN AUCTION MARKETS

LOS ANGELES.—(Sp.)—Misinformed growing and shipping interests which have charged the fruit and vegetable auction markets with various ruses, including collusion among buyers in an effort to depress prices to growers, have been awakened to the advantages of the auction marketing method by the federal trade commission after an exhaustive two-year investigation of all phases of agricultural marketing.

The federal trade commission's report, released officially but not publicly printed, was issued here by Henry D. Greene, special representative of the American Fruit and Produce Auction Association, Inc. The report detailed that the "most

serious charge against the auction companies was that the buyers, through agreement or collusion among themselves, can gain control of prices to be paid growers."

"No proof was found of any conspiracy to pay an agreed price for any commodity," the commission's report stated. The auction market's role is to sell fruit for growers and shippers at the highest prices afforded through supply and demand in the largest population centers, it was said.

"The fees charged by auction companies for their services are on a commission basis of 1 1/4 to 2 percent of the gross returns." Therefore, the auction companies' earnings are increased when higher prices are realized for growers and shippers, it was asserted.

**Care-free Vacations... MOUNTAIN LODGES**  
in the CANADIAN ROCKIES

Enjoy a "sport-clothes" vacation in appealing Mountain Lodges, located at Yoho, Wapta, Lake O'Hara, Radium Hot Springs and Mount Assiniboine... scenic spots in the great mountain playground, the Canadian Rockies.

Every day will bring new adventures... trail riding, hiking, fishing and Alpine climbing. Splendid meals and comfortable beds, and the cost is extremely moderate. American plan rates are \$5 per day, or \$31.50 per week.

Low-cost rail fares now... literature, complete information and reservations at our offices.

**Canadian Pacific**  
W. H. DEACON, General Agent, 628 S. W. Broadway, (American Bank Building, Rm. 0637, Portland, OREGON)  
CANADIAN PACIFIC EXPRESS TRAVELLERS CHECKS GOOD THE WORLD OVER

# Starts tomorrow! WARDS AUGUST FURNITURE SALE

Save at Some of the Most Sensational Low Prices in Years!

### Wards New De Luxe LUXURY ELECTRIC RANGE

A truly sensational price for a base-to-floor model! Its Chromalox top burners are the fastest, most economical, and most durable units to use! Acid-resisting top! Oven's full insulation and automatic heat control assure perfect results! Step-saving utensil compartment! Two convenient outlet plugs permit handy use of iron or electric mixer! Heavy construction throughout provides years of service! Fully porcelain! With Economy Cooker... 159.95

**Challenging \$265 Ranges! Every Deluxe Feature!**

Features of ranges above, plus these "extras":

- Double-unit oven with light
- Warming compartment
- Seth Thomas Automatic Timer Clock
- Minute Minder
- Economy Cooker
- Lamp Assembly with Condiments

**159.95**  
Only \$8 a Month, Down Payment, Carrying Charge

**67.95**

**525-lbs. of Cast Iron Strength! Coal-Wood RANGE**

When you buy a coal-wood range you want a lifetime of cooking efficiency and lasting beauty! Wards "Blue Ribbon" gives you all of that and many conveniences you'd think could not be included in a range at this price! Big heat-retaining cast iron oven. Sectional cast iron firebox linings. Full porcelain finish to make cleaning easier!

\$7 Monthly, plus carrying charge

**62.95**

Compare with \$69 Ranges  
**Cheer Gas Range**

The LOWEST PRICE we've ever seen for all these top-quality gas range features, Robertshaw Oven Heat Control, thick rock-wool insulation, porcelain-ovens, new round porcelain top burners—all cut your kitchen hours... make cooking easier! Large compartment for utensils. Automatic lighting top-burners! Modern cabinet has triple-coated porcelain finish! Approved by American Gas Ass'n.

\$5 Monthly, plus carrying charge

### BIG 6 3-4 CU. FT. MODEL

Price Slashed! Limited Time Only!

# 154.95

\$5 Down, Monthly Payments, Carrying Charge

You'd expect to pay at least \$200 for equal size, quality, and the many convenience features that this big beauty offers! Genuine Dulux exterior! Matched ovenware china set! Two 6-qt. Vegetable Fresheners! 3 sliding shelves, one adjustable! 4 Jiffy Cube Trays! 14.86 sq. ft. shelf area! 80 cubes, 8 lbs. per freezing!

**Reduced! TO NEW LOW PRICES!**

Two 1938 De Luxe Models

- See These Two Big Beauties! Both Exceptional Values!
- Both Give Economical All 'Round Dependable Service!
- Both Models Are Backed By a 5-Year Protection Plan!

**ALL PORCELAIN PRICE ALSO CUT!**

# 164.95

\$5 DOWN, Monthly Payments, Carrying Charge

Compare \$225 refrigerators! It's 6 3/4 cu. ft. in size! Two huge Vegetable Fresheners hold 24 pecks! Has matched ovenware set! Two 3-way adjustable shelves! 80 cubes, 8 lbs. per freezing! 14.86 sq. ft. shelf area!