

Relatives Visit Gold Hill Homes

Gold Hill—Mrs. H. A. Densmore, Roseburg, was in Gold Hill recently to visit her parents, Mr. and Mrs. A. B. Taylor, and her daughter, Mrs. Edward Shoemaker and family, Kane creek.

Another daughter of Mrs. Densmore, Mrs. Pat Whitmore and five children came from Klamath Falls to visit the Shoemakers. They also spent some time with Mr. and Mrs. Vaughn Whitmore, and the children's grandparents, and their great-grandparents, Mr. and Mrs. Taylor.

Women Easy Selling Marks Says Firm Vice-President

By GAY PAULEY
UPI Women's Editor

New York—Women are easy marks for salesmen. It's the husband who usually resists the quickly closed deal.

Who says so? A salesman and executive who has been peddling, or telling others how to peddle, household appliances for the last 45 years.

"If today's housewife doesn't own some specific labor saver, she wants it," said A. L. McCarthy, vice president of the Eureka Williams corporation, a subsidiary which makes vacuum cleaners.

"And what she wants, she gets," said McCarthy, sounding just like a line out of a Broadway musical hit, "Damn Yankees."

"The wife is always easier to sell," he continued. "Why? Because she runs the man, that's why. After a while, he learns this."

Recalls A Sale

To show how salesmen often have to overcome manly stubbornness, he told of one Kansas City family he once called on. Those were the days when he was ringing doorbells. "The missus wanted a cleaner badly," said McCarthy. "Her husband kept saying, 'my grandmother used a broom. My mother used a broom. You can use a broom.'"

"The next day," said McCarthy, "I just called on the husband at his office. The first thing I noticed was this fancy pencil sharpener. I thought, well, I've lost this sale anyway, so I just indicated he was a cheap skate. Five dollars he could spend on a pencil sharpener but nothing to make life easier for his wife."

McCarthy made the sale. McCarthy, a rugged looking, good-humored man in his 60's, has used this approach and other techniques to sell some 500 million dollars worth of home appliances in his 45 years in the business.

Native Of Ohio

A native of Wooster, Ohio, he and his wife now live in Chicago. I talked with him



Gay Pauley

Hats Modeled by Class Members

Members of the millinery class modeled the hats they had made during the 10-week course at an open house Tuesday evening at Hedrick Junior High school.

A preview of flower hats for Easter were shown as well as the beaded holiday headwear. A wide use of materials were included in the collection. Modeled were hats of wools, laces, fur, velvet, straws, and sheer chiffons. Decorations included artificial fruit as well as beads, shells, feathers, flowers, and ribbon.

The hats were modeled by class members with Mrs. Dale Collins, Gold Hill, instructor, commentator for the showing. Some students completed five hats during the course.

Also on display during the open house were oil paintings completed by members of the oil painting class of the adult education program. Instructor for the class was Mrs. Vera Backstrom.

Each member of the class completed three still life paintings. Mrs. Backstrom, in speaking of the work accomplished by the group, stressed that although the same objects were used as subjected by all class members the paintings showed individual personality rather than conformity.

Red candles and holly decorated the serving table from which refreshments were served following the showing.

Rebekah Members To Attend Church Sunday Morning

Plans for observing national Go To Church Sunday were made at the last meeting of Olive Rebekah lodge. Lodge members are requested to attend the 11 a.m. service at First Methodist church Sunday, December 21.

The annual Odd Fellow and Rebekah Christmas party is scheduled for Monday, December 22, at 8 p.m. All members with children are invited to participate.

The charter was draped in memory of Mrs. Carrie McDaniel and Mrs. Hilda Boyd.

Woman Returns From Island Trip

Mrs. George Lewis of Rogue Travel service has returned to Medford after a tour to the Hawaiian islands. Mrs. Lewis made the trip in the company of other travel bureau employees in Oregon and California, the tour having been organized by United Airlines with the aid of other plane companies.

The group visited hotels and other tourist accommodations and attractions in Honolulu and the outer islands.

OUT OF GAS

Atlanta—(UPI)—Policemen C. B. Wooster and E. F. Sikes had to abandon their pursuit of speeding hot rodders Tuesday when they ran out of gas.

while he was in New York for a sales meeting.

He gets so self-sold on the product at hand that, discussing a new crop of cleaners, he looked at me and said: "They're so good, I often get to the point where I can't exaggerate anymore."

But pitchman McCarthy rather misses a fading bit of Americana—the door to door salesman. "Now," he said, "we use the indirect approach. We push products through newspaper ads, through television and radio commercials.

"But to me the doorbell route was the sure route... you'd be surprised how lone some women get. They'll listen to a salesman just to break the monotony."

Christmas in Early Days Subject of College Club

Christmas in the early days was the theme of the last meeting of College Women's club of the Rogue River valley.

Dressed in an ornate black dress of the mid 19th century, Mrs. Bert Stancliffe opened the meeting, held at the Girls Community club Saturday, December 13. Mrs. Stancliffe explained that the dress was made up of two. The waist was a part of a gown owned by Mrs. Olen Arnspiger, which had belonged to her mother, Mrs. Harrison, an early day valley teacher. The voluminous, beribboned skirt came from the Stancliffe family.

Mrs. Charles W. Forrest, music chairman, presented the Rev. James Sinclair of the Ashland Church of Christ. He set the spirit of the meeting by singing "O Holy Night." He was accompanied at the piano by Mrs. Sinclair.

Following the music Mrs. W. H. Sutter, who had built her program on the theme, "An Oldtime Christmas," introduced two "little girls," Mrs. James Johnston and Mrs. Victor Birdseye, who spoke "pieces."

Mrs. Johnston recited "Getting Ready for Santa Claus" and Mrs. Birdseye read a Christmas poem that had been written especially for her when she was 10 years old.

Guests Speak

Mrs. Sutter presented her honor guests who shared with the audience their memories of early day Christmases. They were Mrs. Emil Peil (Alice Applegate), whose forebears came to the valley in 1846; Clarence Lane, who was born "just across Bear Creek" 88 years ago; Mrs. Minnie Barner, the comparative newcomer, whose family came in with the railroad in the 80's (she, however, married into one of the early pioneer families); and John Payne, who was born in Sams Valley, followed the gold rush to Nome, Alaska, but came back to his

birthplace to live.

Among Christmas gifts they remember were stockings filled with hard candy on a string, striped candy sticks, boots with brass toes and red tops, and of course, rag dolls.

Trees were trimmed with paper chains, strings of popcorn, paper cutouts, and "cat stairs," just as Mrs. Sutter had decorated the tree for the day.

Mrs. Peil had contributed the "cat stairs", a type of chain made by folding paper or ribbon. They added that the presents themselves were put on the tree unwrapped, being on a part of the decoration. Mr. Lane remembered that there was also a New Year's tree.

Mrs. Sutter had placed under her tree a holly leaf cut-out pin cushion gift for each one present.

Gold Dust Used

Mr. Payne remembers that they were very poor because their farm products brought little; however, there was always gold dust to use as a medium of exchange.

Group singing, led by Mrs. O. C. Larson, concluded the program.

Pouring at a table, decorated in a Christmas motif, were Mrs. Harris James and Mrs. Glenn O. Taylor, joint hostesses for the day. The silver service used was a Christmas present in 1863 from Miss

Holiday Olives

Holiday hor d'oeuvres trays are not complete without handsome shiny ripe olives. Dry olives and roll in a few drops of olive or other salad oil to keep them glossy. For a quick dress-up, stuff pitted ripe olives with a sliver of green onion, and wrap them in strip of soft dried beef, fastening with a fancy cocktail pick.

Elizabeth Burr's father to her mother, the first year after they were married.

Among the Christmas gifts displayed by Miss Burr were her own silver napkin ring engraved "To Bessie, 1892; and a copy of Bunyan's "Pilgrim Progress," a gift from her brother in 1880. Mrs. Stancliffe showed several pieces of jewelry, among which were some very unusual tortoise shell combs.

Mrs. Peil had with her a family album that she had bought as a Christmas present for her mother nearly 80 years ago. Mrs. Wallace Haskins brought rare glass owned by her family.

The social chairman for the day was Mrs. Charles Coyle, who was assisted by Miss Elizabeth Burr; and Mesdames John A. Bloomfield, Ward Lampkin, Buford Clarke, and C. G. Van Valzah.

More than 110 million Americans have insurance which provides some measure of hospital care.

Medford Youths Win Mention in Contest

Two Medford youths won honorable mention in the Family Weekly's recent "What Animal Is It?" coloring contest.

They are Bobby DeLaMare, 8-year-old son of Mr. and Mrs. Robert T. DeLaMare, 528 South Fir st., and Jean Fishback, 10-year-old daughter of Mr. and Mrs. Vernon E. Fishback, route 2, box 429, Medford.

Weekly, Sunday supplement carried by the Mail Tribune.

Peaches and Cream

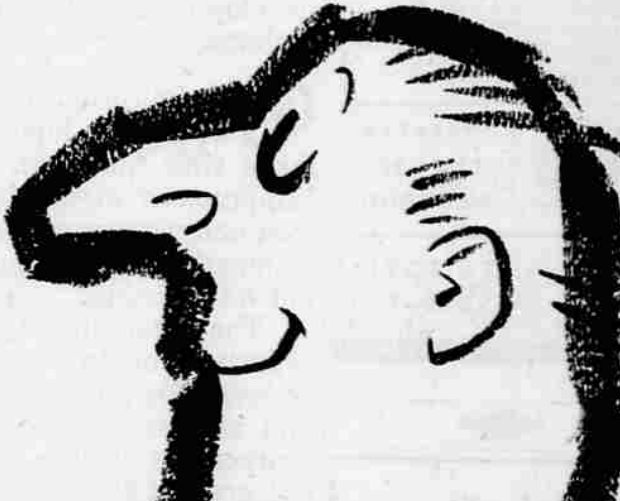
Peaches and cream is a flavor combination that is hard to beat. For an easy and delicious dessert, arrange drained golden canned cling peach halves or slices in a sherbet glass. Top with sweetened whipped cream which you've flavored with rum or almond extract and a light sprinkling of chopped toasted almonds.

The feature appears monthly on the Junior Treasure Chest page in the Family

Weekly, Sunday supplement carried by the Mail Tribune.

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