# **EXPOSES WILES OF FAKE STOCK** SALESMEN AND PROMOTERS

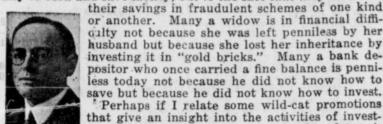
Latest Methods of Confidence Men Described by American Bankers Association Official - Declares That Shrewder Schemes Than Ever Before Are Taking Peoples' Savings.

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### ARTICLE NO. I

MUCH of the distress of many people in America today is due, not to the fact that they have not had an opportunity to earn and save money, but to the fact that they have lost their savings in fraudulent schemes of one kind or another. Many a widow is in financial diffi-



positor who once carried a fine balance is penniless today not because he did not know how to save but because he did not know how to invest. Perhaps if I relate some wild-cat promotions

that give an insight into the activities of investment sharks it will quicken a relentless determination to provide depositors with much needed advice in investment matters. I have come in personal contact with many cases, some of them almost unbelievable because of the very crookedness of the schemes

to defraud, yet thousands of our hard-working savers have been

led to invest their savings in these promotions. In giving the high lights of certain cases I am not drawing on my imagination in the least, excitedly back to the derrick, wrench nor am I relying on hearsay, but giv- in hand. ing first-hand information.

Unbellevable but True

Many millions of dollars have been lost in oil. The sum is staggering. Into ever corner of the United States the mails carry high-powered sales talk of great riches to be made in oil. Carried away by these promises, depositors quietly withdraw funds from their banks and send them on to wildcat speculators. Not one out of a hundred has ever recovered the money he invested. Still wild-cat promotions continue to flourish, with a new crop of victims coming up to take the place of those who are forced out of the

the lecturer shouts, bringing cheers from every high-pressure salesman, followed by a chorus of voices from the surprised audience. "We can bring in a 5,000 barrel well if we care to, but if we go deeper to the 'Meyer' sand we can get a 12,000 barrel well!" he



The Fake Oil Stock Sale Was Opened With Prayer

strings of pipe are close at hand. A few escape. will seat several hundred people. ly, and it is a glorious day.

Presently several large busses draw "A-A" up loaded with people ranging in age fortable chairs under the big tent. vestors. In plain view of those seated as they peer out through the flap of the tent stands majestically the oil rig spat-fered with crude oil and nearby is the big oil sump also filled with oil. Through an ingenious circulating system oil from the sump flows into the well and back into the sump through a pipe in full view.

Religious Revival Methods

Presently the official lecturer calls the meeting to order. The impression he creates is that he is either a minister or has studied for the ministry. He opens the meeting with prayer for the success of the venture in oil. After ewn earnings and all of his children's advertising. World-wide acceptance savings in the venture, so confident is he that it is to be an oil gusher and has been due to the fact that the newsall are to be made rich.

honesty. He calls their attention to general rule, if the motto had been off in plain view, intimating that it 'sell quick and let the buyer beware.' painting before them, figuratively the new things. I recall one particuspeaking, luxury and old age comforts larly large firm which three years ago to they invest in the "A-A" Oil Combegan advertising its wares falsely; it pany, the foreman of the rig rushes is today hopelessly bankrupt.

"Wise advertising costs nothing. in, his clothes spattered with crude "Wise advertising costs nothing.
oil. He is excited and almost out of You have only to increase the sale of breath as he reaches the sanctimoni- your products to the point that covers ous lecturer. A few words are whis- the advertising charge to enjoy the great delight at the news. He turns natural saving in overhead is extra Many women in Danish restauted to his audience, a smile of vic- profit for dividends or for further ex rants in Copenhagen smoke cigars. tery on his face. The foreman rusbes pansion."

"We have drilled to the 'Bell' sand!"

adds. deeper! Go

> salesmen almost in unison, followed by cheers from the listeners. The zero hour is at hand. The time has come for the high-pressure artists to sign up the listeners for units. The salesmen "hit while the iron is hot." Nearly every listener is signed

ten only momentarunning because they have already lost | rily, for the tables are brought in and case. A tract of land, just ordinary at every table. The work cut out try-yes, sir! land, nothing about it to indicate for him is to sign up the few who there is oil beneath the surface. An escaped the first "pulling of the net," oil rig, a few tools, half a dozen and you may take my word for it

One by one these old people, under It the spell of being rushed into the deal. is 10 a. m. The sun is shining bright pay over their cash, sign notes or turn over good securities for units in the Oil Company.

This picture of an oil speculation from fifty years to eighty. A corps of may seem too crooked to be true, but high-pressure salesmen rush out to it is a real story of how thousands of greet the arrivals and to assure them savings depositors, all past the age of that they are most welcome to what fifty, lost over half a million dollars. will be the next great oil city of This story is one of many hundreds America. The aged and feeble mind- that might be told, all of which have ed are tenderly conducted to com- ended disastrously for millions of in-

(Article II will reveal further fraudu-lent schemes for robbing workers of their savings.)

### Truth and Advertising Have Made America Great

Truth in news columns and advertising is the foundation of America's prosperity, Melvin A. Traylor, Second Vice President American Bankers Association, recently said, adding:

"Continuance of our prosperity rests chiefly upon continuation of the greatest of all causes for our present good prayer this sanctimonious gentleman times—truth in news columns, truth tells how he has invested all of his over the store counters and truth in papers truthfully described them and He charms his audience with his the manufacturers truthfully adveroratory. He impresses them with his tised them. If deceit had been the is from the well. And while he is the public would have turned against

The lecturer's face registers enlarged business without cost. The

BUSINESS IS SAFE.

JUST .A. LITTLE BIT .OF SUNLIGHT

\*\*\*\*\* Build or buy your own home and you'll always be glad you did. You safe. don't have to pay rent, nor move, nor put up with inconveniences, and you will get a lot of satisfaction out of being your own landlord.

I trade with the fellows who advertise, because they always give their best in service and value. I trade with them because their ads bring busniess to town, not only for them, but for all of us. I trade with them because they deserve it.

-::- -::- -::-One of the sure-fire methods of promoting local prosperity is the prompt payment of bills-money travels in circles in this town, so the money you pay out will soon come back from those who owe you -so if you owe anybody, send 'em a check and make them feel good. -::- -::- -::-

Ever notice a wood-pecker rapping on a tin roof? He isn't doing any good and he knows it. He just enjoys the noise. Why is the town's knockers like a wood pecker rapping on a tin roof?

-::- -::- -::-

Trying to bring in new factories is good boosting stuff, but remember that an aggressive and intelligent attempt to bring trade to our town from our surrounding terri tory will bring more dollars to our cash registers while we re waiting for the factories to come. -11--11--11-

"Take home some ... wers or a box of candy to your wife tonight, Mr. Man, and show her that you still love her. If the shock does not kill her, she will sure appreciate your little thoughtfulness.

One thing small cities often neglect is public parks, where folks can congregate sociably and children may play safely. Every town needs in health and in happiness too.

Just a word of advice to our young folks-don't settle down for life in the first soft spot you seemake an effort-get an educationfit yourself for some remunerative occupation-and some day you will reap the rewards of your forethought and self denial.

Let's quit moaning about how awful the young folks are ,and act more human toward them! They're not bad; just young! And any faults they probably acquired from watching us old folks! Yes, I like the kiddies, bless them!

Teamwork is what puts a town over-we can do more for our town up. The lest who by working together—that's why I hesitate are forgotam for Chambers of Commerce and Commercial Clubs- and if they make big plans and cannot always their savings.

Listen to this one! It is a typical all sit down at least one salesman is succeed, I am for them because they

> Don't go grumping around with a sour expression! The most popular man in our town will tell you it's a nice day when it's raining cats and dogs, because every day is a nice day to him.

Smile easily-laugh readily-radiate cheer-be optimistic-be a good fellow-criticize nobody-do these things and you will be popular, whether you have any money or not -::- -::- -::

Sure, I wear snappy clothes, go to prize fights, read all the comic supliments, and everything. Do you suppose I want my kid to grow up and think his Dad is an 'Old Foggy.'

Yes, an automobile is an expensive luxury, but we will be a long time dead, so why not have a li'l fun while we can enjoy things? Lots of folks who put off their good times too long will agree with me.

Ordering articles from a book, paying cash before you see the stuff waiting weeks until freight or express or parcel post comes is not my idea of "Service!" Compare this with what you get when you buy at

-::- -::- -::-Buy only from the fellow who pays taxes here!"

Our schools and churches are the best things we have. They have no selfish motives. The betterment of mankind is their noble purpose. We should see that they are well housed, amply financed, and let the clergy and the teachers know that they have our sympathy and support.

Many women in Danish restau-

-Gold Hill News

When you shake hands with your smoke. competitor and mean it-when you can work hard in your business and love it-then business is safe.

When you advertise service and give it-when you can build reputation and keep it—then business is

When you can sense competition and not knock it-when you can fight competition and still boost it-then day and asked me "What is correct the directions of surgeons.

When you can meet opportunity and know it-and aim for what is right and they pray for it-then business is safe.-Wisconsin Press "Howler."

### MUTTERINGS

Cultivate a good memory. Good nature is good business. Everybody can help somebody else Lost tempers sometimes result in

Life is too short for grudges and Selections revenge.

channels. Any man who thinks he has a

chance is correct. Life's richest rewards come from

unselfish service. The most successful substitute

for brains is silence. A good time really consists of ser- Scotish Lassiesvices, success and happiness.

The success of the party is judged by the cars that stand out in front. The Family Album ..... Some people can't use their own Duet advice because they give it all to "Darlin' Clemantine"

The one creditor no man ever pays in full is the woman to whom A Bit of Professionalism..... he owes everything.

To achieve what the world calls success a man must attend strictly to business and keep a little in advance of the times.

# HOT STUFF.

A rather clever story is going the rounds concerning the municipal band of Palm Beach, Fla. Just how true it is we can not vouch but we pass it along for what it is worth: Last year while the band was a park and parks pay big dividends playing "There'll be a Hot Time in the Old Town Tonight," the Breaker hotel took fire and burned to the

band struck up "Keep the Home Miss McDonald for assistance.

ground.

Next day at Lake Fola, while the are generally pretty sure .- ex. band poured forth the strains of

Fires Burning," and a \$25,200 ware- in cards for calling." I told her it house a block away went up in all depended upon how lucky she was Four aces are sure, and four kings

"Red Hot Mamma" fire broke out in With his head pillowed against a a private hospital just across the lake corner of the cement box, an Atlan Fire Chief Alfred Sadler has ta, Georgia, man went to sleep in a warned the leader to refrain from mortar of fresh concrete. He awoke playing any more musical hot stuff, encased in stone and it was necessary for him to visit a hospital to A lady came into my office yester have the covering removed under

# Junior "Hodville"

APRIL 23, 1926



PART I

High School Band Keep your thoughts in pleasant Style Show-1620, Margaret Shipley; 1776, Eva Cummings; 1860, Clema Miller; 1885, Opal Hall; 1900, Louise Schmidlin; 1905, Theresa Bays; 1910, Cornelia Smith; 1915, Anna Rea Webster; 1920, Orlene Counts; 1922, Gladys Krinick; 1924. Lora Smith; 1926, Shella Williams; 1928, Ida Turner. Cornet Solo Ralph Reithner Betty Culver, LaVelle Gosa, Velma Hartzog, Frances Lappe Lora Smith

.. Orleme Counts, Eva Cummings

Dane Brady, Glen Hawkins, Wm. Hill, Harry Hixon Lillian Blankenship & Co.

# PART II

"A SCHEME THAT FAILED"\_\_\_\_ Paul Jennings Russell Mills Edith Jennings, his wife ... ..... Annie Laurie Laird Fanny Jennings, his sister ...... . Clema Miller Victor Craven . **Dudley Spencer** Mrs. Craven, his mother ...... Anna Rea Webster

### PART III

# HOT DOGS, COFFEE AND ICE CREAM! EAT!-EAT!!-EAT!!!

The Junior class wishes to thank everyone for their help and co-A few days ago at Orlando the operation, especially are they grateful to Miss Leach, Miss Goodin, and

Season's First Big Game on **GROUNDS** VERNONIA APRIL 25 at 2 P. M.

VERNONIA

HESS MOTOR COMPANY

KELSO, WASHINGTON

Let all Vernonia turn out for this game----make it Peppy

**ADMISSION** 

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