

# Ashland Tidings

By THE ASHLAND PRINTING CO. (Incorporated) ESTABLISHED 1876 SEMI-WEEKLY

Bert R. Greer, Editor and Manager  
Harvey R. Ling, Advertising Manager  
Lynn Mowat, City Editor

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Ashland, Ore., Monday, Oct. 16, '16

### TRAINING SALESPEOPLE.

Retail merchants complain about the difficulty of getting competent young people as store clerks. Many boys and girls take up store work merely because they can't think of anything else to do. They have no special aptitude or liking for it.

The necessity of special education for salespeople was discussed at the recent New York convention of the National Retail Dry Goods Association. One speaker told how she conducts a school for such training. She teaches her girls to think and develop judgment in regard to the merits of goods. The girls are asked, not "Do you think this will sell?" but "Why do you think this will sell?" They are made able to explain to customers why one article is worth more money than another.

Young people in stores should become able to talk discriminately and intelligently about their goods. The proprietor is always glad to give instruction to a willing clerk. Traveling salesmen will talk to any one in the store who will listen to them. They know a great deal about processes of manufacture and can impart much valuable information.

It seems too bad that so many young people enter business life without more definite purposes. There is a chance to rise in every business. If wages of store clerks are low, it is because so many of them put little brains into their work. Their heart is elsewhere, at the picture show or the dance they expect to attend in the evening. There is a good opportunity in retail trade for ambitious young people. Merchants will give good pay to clerks who develop into good salespeople. The ambitious salesman can look forward to the day when he can start his own store, and make it a success on the basis of experience gained as an employe. But he will never get anywhere unless he puts his heart and his mind into the work.

### HOW PEOPLE GET INTO DEBT.

It is surprising how comfortable some people are in the presence of a heavy burden of debt. They take the easy-going view that some favorable turn of fortune will appear from unexpected sources. They let the creditors do all the worrying. But to people with normal minds, debt brings a sense of oppression and often horror. They feel the ever present wolf at the door. He seems very near and very hungry. They slink around street corners to avoid meeting a creditor.

The principal cause of debt is failure rightly to calculate and apportion one's income. With most people, their expenses for any given object exceed their expectations. If they think they can run a house on \$15 a week, it actually costs them \$20. But meanwhile they have gone ahead and spent money for other purposes on the visionary basis of the \$15.

This miscalculation, except in cases of special misfortune, can be saved by the simple expedient of keeping a cash account. At the end of the year all expenses should be carefully classified. No account should be allowed to exceed what seems a reasonable appropriation. This would leave money in the purse to pay bills, and a man could walk the streets with a right to hold up his head.

A general spirit of debt paying will do wonders in building up a community. The merchants will not have to charge so much for their goods if they can avoid bad accounts. They will feel more confidence to go ahead and spend money and make

improvements, and the whole town will grow and prosper.

### A GOOD CITIZEN.

Our understanding of a good citizen is a man who is ever ready and willing to assume his share of the work for the common good of the community of which he resides. He is willing at all times to dig in his pocket and pay what he can afford to pay for public matters. This he will do without a kick. He is always boosting his home town and presenting its most favorable side to the outside world. He is a "good fellow" not only down town on the street, but to his family within his home. He pays his taxes without making such a roar about it that people think paying taxes is original with him. He takes pride in keeping his premises neat and tidy. He is tolerant in his religious views and is free from bigotry. He believes in living and letting the other fellow live. He is free from avarice and jealousy and is glad to see his fellow man get ahead in the world. He has a kind word for young and old. He is a man among men, and plays a man's part in the little things of every day life. This is our idea of a good citizen. What's yours?—Winnebago City Enterprise.

### COMMERCIAL ORGANIZATIONS.

The day has passed when the commercial organization in any part of the country has to justify the reason for its existence and the scope of its field of work. It may be that inefficiency may here and there raise the question of its usefulness, but none the less the field exists. It is simply a matter of initiative, persistence, farsightedness, tact, and a faculty for developing co-operation. The development of the activities of the commercial organization promises to continue to keep pace with the growth—in the broadest sense of the word—of the nation at large.

The republicans of Jackson county this year have nominated a tremendously strong legislative delegation. Somehow southern Oregon, while advancing in population and taxable value, has not kept pace in political influence in the state, due largely to divided delegations. This is the year to make the strike for our proper place in state influence, and Gore, Sheldon and Thomas will make as formidable a team as could be put in the legislature. Let us send a solid republican delegation to the legislature from Jackson county and get what is justly due this section in the future.

The voters of Jackson county are registered more than two to one republican. There is no good reason why the county republican ticket should not be elected by that majority. Every candidate nominated this year is competent and trustworthy and the affairs of the county will be safe in their hands.

All bull markets of the past like 1907 have cracked on the rock of tight money, but the reason why the present stock market is moving along so confidently is because the federal reserve banking system makes money rates easy.

Experts who are worrying because we are exporting such large quantities of wheat and corn seem to forget that we have a large amount of grain left over from last year's crop.

As Woodrow Wilson is the proximate cause of the reconciliation of Taft and Roosevelt, even the republicans will scarcely deny in future that "he kept us out of war."

We shall be pleased to give special mention—with commiseration—to any college that opens this fall without "the largest class on record."

The complaint of captured German officers that the new British "tanks" aren't "civilized" will appeal to anybody with a sense of humor.

Charles Wabash Fairbanks is a living refutation of the theory that a thunderbolt never strikes the same lightning rod twice.

Colleges grow hoary with age as session after session begins, but the freshman changeth not.

## Twenty-Five Years Ago in Ashland

(Taken from the files of the Tidings of October 16, 1891.)

S. B. Galey met with an accident last Monday morning which will keep him laid up for many weeks. As he was mounting his saddle horse at home the stirrup broke and he fell in such a way as to break his "high bone" at a point but five inches above the upper joint. Dr. Songer reduced the fracture and Mr. Galey is now contemplating the past, present and future from "the flat of his back." The bone will in all probability reunite so as to leave no permanent bad effects, but it will be some time before Mr. Galey will walk again.

The Benz bar placer claim on Klamath river near Honolulu, worked by Chinamen, is reported as yielding very rich returns. The Chinamen admit taking out between \$40,000 and \$50,000 this season, but it is the general belief that this is just about one-fourth the amount they have really realized.

The First National Bank of Roseburg opened for business last Monday morning.

George Walsworth purchased of Mrs. M. A. Taylor the lot on Main street on which he is building. The price was \$500.

Daniel Walker is building a new dwelling at his farm five miles south of Ashland. William Patterson and Cliff Payne are doing the work.

E. J. Kaiser being on a tour of northern Oregon and eastern Washington, the Record is under the management of E. J. Parlow.

The rain stopped work on the new city hall yesterday just as the bricklaying was about to begin, but only for a few hours, and bricklaying is now in progress.

The big bank of sawdust on the creek at the old mill above Ashland ought to be removed before the fall rains set in as it will wash down into the creek and the city's drinking water, which is in violation of the state law.

Little Lord Fauntleroy comes to us next Saturday evening with a world-wide reputation. Manager Phil Ray has done a wise thing in reducing prices. Much as the Ashland folks want to see the little lord, we fear the almighty dollar would have kept them away.

People driving along the road north of Ashland complain of recklessness in the blasting at the railroad cuts above the road. Several have suffered narrow escapes.

Mrs. H. Ralph has been improving one of her tenement houses on Spring street.

W. P. Benn shipped a carload of fruit, mostly peaches, to the Tacoma market this week.

Fred D. Wagner of the Tidings editorial staff is spending a week or two in Portland.

Mr. and Mrs. H. C. Meyer went to Portland by Friday evening's train and expect to visit Tacoma before returning.

Engineer D. McCarthy has gone to Portland to visit relatives and see the exposition.

John H. Reall left Monday evening for Portland, where he will attend the K. of P. lodge as one of the delegates from Ashland Granite lodge.

Prof. L. F. Willis and wife having been appointed and confirmed as teachers in charge of the Indian school at Yainax, will leave in a few days for Klamath county.

The Ashland Presbyterian church was the scene of a very pleasant social event last Tuesday evening, the occasion being a reception for Rev. J. V. Milligan, who is back here for a visit. He was pastor of the local church four years ago.

## Announcements

(Paid advertisements.)

John B. Wimer, candidate for city recorder, Dec. 19, 1916. 40-22t

I wish to announce to the voters of Ashland that I am a candidate for the office of City Recorder.

At the time I came west I was serving a term in a capacity similar to our office of recorder.

If elected I expect to look after the city's interest in every particular. I solicit your support.

Very truly yours,  
39-4t C. L. CUNNINGHAM.

I hereby announce myself as a candidate for the office of City Recorder at the coming election in December. W. H. GOWDY. 39-4t

I wish to announce to the people of Ashland that I am a republican candidate for the office of city recorder in the election to be held December 19. HENRY C. GALEY.

For City Recorder, I hereby announce that I am a candidate for the office of City Recorder at the coming city election. I have had sufficient clerical and educational training to prepare me for the work. If elected I shall serve the people to the best of my ability. R. P. CAMPBELL.

## Rev. Richards Will Preach at Gold Hill

The following letter received by the secretary of the Gold Hill M. E. church is self-explanatory: "Klamath Falls, October 9.—I have decided to be with the friends in Gold Hill for the year and expect to be there next Saturday for morning and evening services. Shall probably go down on the train. If you can get the word around among the young men, I should greatly like to have them at the evening services. "With good wishes to all, "E. C. RICHARDS." Mr. Richards will live on a place near Ashland and visit Gold Hill every Sunday.

## Cleanliness, Personal Attention and Courtesy Combined to Make the Eagle Meat Market Popular

INSPECT our market and your confidence will be behind the pleasure of eating our meats. The knowledge of cleanliness and a sanitary workshop will aid your digestion.

L. Schwein

84 N. Main Phone 107

## Republican Ticket

### NATIONAL.

For President—

CHARLES EVANS HUGHES

For Vice-President—

CHARLES W. FAIRBANKS

For Representative, First District—

W. C. HAWLEY

### STATE.

For Secretary of State—

B. W. OLCOTT

For Justices of Supreme Court—

GEORGE H. BURNETT

FRANK A. MOORE

For Dairy and Food Commissioner—

J. D. MICKLE

For Public Service Commissioner—

FRED G. BUCHTEL

For Judge First District—

FRANK M. CALKINS

For Representatives Eighth District—

BENJ. C. SHELDON

C. M. THOMAS

For Representative Ninth District—

WILLIAM H. GORE

### COUNTY.

For District Attorney—

G. M. ROBERTS

For County Clerk—

G. A. GARDNER

For County Recorder—

CHAUNCEY FLOREY

For Sheriff—

E. W. WILSON

For County Treasurer—

MYRTLE BLAKELEY

For County Surveyor—

A. T. BROWN

For Coroner—

JOHN A. PERL

For County Assessor—

JAMES B. COLEMAN

For County School Superintendent—

G. W. AGER

For County Commissioner—

GEO. W. OWEN

## GILLETTE

Means just as much on an Insurance Policy as on a Safety Razor.

See me when you want any kind of insurance

C. H. Gillette

### INTERURBAN AUTOCAR CO.

Leave Ashland for Medford, Talent and Phoenix daily except Sunday at 9:00 a. m. and 1:00, 2:00, 4:00 and 5:15 p. m. Also on Saturday night at 6:30 and 12:20. Sunday leave at 9:00 and 1:00, 4:30, 6:30 and 10:30 p. m.

Leave Medford for Ashland daily except Sunday at 8:00 a. m., 1:00, 2:00, 4:00 and 5:15 p. m. Also on Saturday at 11:15 p. m. On Sundays at 8:00 and 10:30 a. m., and 1:00, 2:00, 5:30 and 9:30 p. m. Fare between Medford and Ashland, 20 cents. Round trip, 35 cents.

## ASHLAND Storage and Transfer Co.

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Two warehouses near Depot. Goods of all kinds stored at reasonable rates.

A General Transfer Business. Wood and Rock Springs Coal. Phone 117.

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## Ashland Tidings

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Club No. 6, \$2.50

(New, Renewal or Extension Subscriptions Accepted)

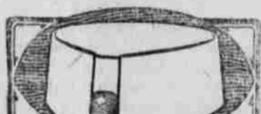
<p>Club Offer No. 1 TODAY'S MAGAZINE (with pattern) WOMAN'S WORLD FARM &amp; HOME</p>	<p>Club Offer No. 2 THE HOUSEWIFE WOMAN'S WORLD RELIABLE POULTRY JOURNAL</p>	<p>Club Offer No. 3 McCALL'S MAGAZINE (with pattern) BOYS' MAGAZINE WOMAN'S WORLD</p>
<p>Club Offer No. 4 LADIES' WORLD TODAY'S MAGAZINE (with pattern) WOMAN'S WORLD</p>	<p>Club Offer No. 5 MODERN PRISCILLA TODAY'S MAGAZINE (with pattern) WOMAN'S WORLD</p>	<p>Club Offer No. 6 METROPOLITAN MAGAZINE PEOPLE'S HOME JOURNAL WOMAN'S WORLD</p>

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15 cts. each, 6 for 90 cts.  
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### Mortgage Property Sale

One Bay Work Mare 9 years old, weight 1200; 1 Bay Work Horse 8 years old, weight 1200; 2 sets Work Harness, 3 Farm Wagons, Plows, Cultivators, Spud Digger and Planter. See them at  
**115 Granite Street**