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AROUND THE COUNTY



ARTHUR BARLEMANN, JR. COUNTY AGENT

Three Sterling County 4-H ub range judging teams took rt in judging contests last Pet Rabies Shots ek. The contests were the Here Monday itest and the State 4-H Club nge Judging Contest held at Angelo. Ten club members

One of the junior teams rabies. Cost is \$2.50 per shot. ent.

Bobby took second place in e ribbon scramble for which received a trophy. He also July 9 Through 14 ok second place and a trophy the wild money scramble in Joint Presbyterianbill from a calf's tail and Methodist V.B.S. res to the finish line.

Tommy placed third in the

mbers of striped blister out plans for the school. ore of a pest than damaging Workers in the school will at they can be quite a hazard be as follows: no do not realize what the Allen and Mrs. James Thomp-

The striped blister beetle is I and II-Mrs. Clinton Hodange with black stripes on ges and Mrs. Tom Crossler. e back. They have wings and when disturbed. As is well wood and Mrs. Larry Glass. isters when disturbed or ter and Mrs. Phil Robberson

DT or Sevin. If DDT wettable hit is records chairman and wder is used, use two tea- Mrs. Probandt will be refreshoons per gallon of water. ment chairman. hen the DDT emulsion is sed, use 4 teaspoons per gal-n. The use of Sevin wettable fect from the controls if ap-the Diamond Jubilee celebra-tied to plants and the bugs are tion here last summer, but the sprayed-direct contact is plane strikes made it imposkey to the best control.

According to a notice just eived from I. M. Atkins who just about wiped out the oat in charge of small grain crop.

search with the Soil and Crop Atkins urges all who have ences Department of Texas fields to harvest them even if &M University, there is go-it would ordinarily be unprofto be a shortage of seed itable to do so. The seed should ns has just made an inspec- not be done in other years. He n trip in Central Texas and says that seedmen are coning to be the smallest in therefore urges growers to any years. Late emergence, save all fields that may make outh, and winterkilling has a little oats or barley.

Rains Last Sunday

Scattered rains hit and did Noratadata Hostess "spotted rain dance" over and ranchers in that area got the meeting last Friday night up to an inch and a half.

Here in town the fall was served a salad plate. rom .20 to .50 All was wel-come, but more is needed. The new officers for the next year were installed by Phil Cole To Boys

Elaine Price Gets Lions Good Citizenship Award

Angelo. Ten the two confor pets clinic will be held on Elaine Price, daughter of Lane and Mrs. Clinton Hodges, in Austin Lune 5, between the state of Lane and Mrs. Clinton Hodges. The annual spring rabies shot Monday, June 5 between the Mr. and Mrs. Foster S. Price, The senior Charlotte Foster, Debbie according to Arthur Barlemann Citizen award at the close of Baptisi Bible School Charlotte Foster, Debbie decountry agent. Dr. P. R. graduation here last week. The sed, and Frank Price placed Jr., country agent. Dr. P. R. graduation here last week. The law are a sed of the club. The high school begins Saturates are and the lose of the club. The high school faculty day, June 3 at 8:30 a.m. at the country agent. Dr. P. R. graduation here last week. The Bible School begins Saturates.

The delegates set up a mock applied.

The delegates set up a mock applied.

Making the close of the club. The high school sports, but a strength of the club. The delegates set up a mock applied. entification contest where courthouse to give pets the and the Lions Club members First Baptist Church. This will form of state government and shots immunizing them against help select the honored studber registration day for all learn of the law making rules Martin. Tom Asbill, W. G.

One of the junior teams aced fourth in grass identification at Ozona. Team memory sters were DeNeal Reed, Skeets str. Allen Price and Jimpster. The other junior teams as made up of Bobby Bynum, as made up of Bobby Bynum, Bynum and Steven Bynum and Steven Steven Bynum and Steven Steven Bynum and Steven Steven Steven Steven Bynum and Steven Stev

Bynum and Steven in and around the area. With graduating class, active in one-following Monday through Frithe drouth conditions that are act plays, girls basketball and day each morning from 8:30 to The same teams entered the late 4-H Club Range Judging ontest in San Angelo Saturby. This was the largest state inge judging contest held in conting contest held in late of foxes and other wild animals, but the skunk is usually considered to be the ams and eight junior teams articipating. The Ozona consts were held on Thursday reparatory to the state const.

The drouth conditions that are act plays, girls basketball and track, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She is serving as a counselor struck, and is a talented pianist. She like is school picnic on Friday and the Bible School will close with commencement on Sunday, June 11 at 8:00 p.m. The public is invited.

She is serving as a counselor school picnic on Friday and the Bible School will close with commencement on Sunday. June 11 at 8:00 p.m. The public is invited.

The Lions Club set Thurs-will be a school picnic on Friday and the Bible School will close with commencement on Sunday. June 11 at 8:00 p.m. The public is invited.

ceremony in San Angelo Tuesfrom a vacation trip that took
day. A monument to all veter her to Montpelier, Vt. where
the local Methodist and the wedding from out them in naming a person to and cow milking for which he Presbyterian churches are to ans was dedicated and ex-she visited her daughter and of town were the bride's the vacancy in the County week when workers from the Star Mother with presentation visited the B.W. McCanns and of Irving; and the groom's such an opinion survey would

Registration and the start

th small children around Kindergarten—Mrs. Charles Was It Sudden?

son. own, they can inflict large V and VI-Mrs. Ross Fos-

bbed when on your arms or Junior High-Rev. Phil G Robberson. They can be controlled with Mrs. Horwood is overall surays or dusts containing perintendent. Mrs. Jack Dout-

George Beyer of Fresno, owder calls for two table-california, was here this week visiting friends. Mr. Beyer sults, the spray or dust lived here from 1900 to 1918, tould be applied directly to then moving to California. It bugs. There will be less George said he tried to make feet from the collections.

sible.

and barley next fall. At- be saved even though it yould Rolling Plains and says cerned about a supply of t the oat and barley crop is planting seed for next fall and

Mrs. Barrett Is

in the community center. She

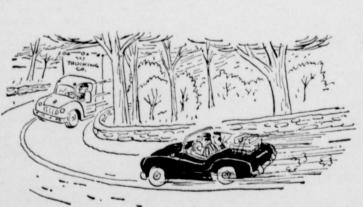
Mrs. Chesley McDonald. For-ty-two and bridge was played. State Fourteen members and the

youngsters between three years and machinery.

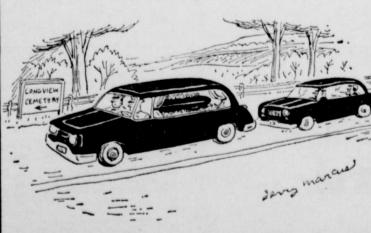
first offense charge.

Mr. and Mrs. Lee Augustine attended the Memorial Day Mrs. Nan Davis returned acted as ushers.

and around town. The beet-day, July 9 from 4 to 6 p.m. and Mrs. Danny Stew-the bank was open, the post Jack Asbill of Abilene, Mr. election. Then, due to the four and shrubs and were observed on lawns, Then through the 14th, the art attended the Miss Wool of office closed, most of the ready. Roger of year term setup, they would ants, and shrubs and were the school will be held daily Texas Pageant in Dallas the tail stores were closed, and it and Mrs. Tommy Roger of year term setup, they would be held daily Texas Pageant in Dallas the tail stores were closed, and it and Mrs. Tommy Roger of year term setup, they would be held daily Texas Pageant in Dallas the tail stores were closed, and it are the school will be held daily Texas Pageant in Dallas the tail stores were closed, and it are the school will be held daily Texas Pageant in Dallas the tail stores were closed, and it are the school will be held daily Texas Pageant in Dallas the tail stores were closed, and it are the school will be held daily Texas Pageant in Dallas the tail stores were closed, and it are the school will be held daily Texas Pageant in Dallas the tail stores were closed, and it are the school will be held daily Texas Pageant in Dallas the tail stores were closed, and it are the school will be held daily Texas Pageant in Dallas the tail stores were closed, and it are the school will be held daily Texas Pageant in Dallas the tail stores were closed, and it are the school will be held daily Texas Pageant in Dallas the tail stores were closed, and it are the school will be held daily Texas Pageant in Dallas the tail stores were closed, and it are the school will be held daily the school wil first part of this week.



"I'm dead tired. Wish I could stretch out for a while."



The Travelers Safety Service

Driving while tired and sleepy slows reactions and results in accidents

Commissioners Ask the county Sunday afternoon and night. To the south Day-hostess to members of the Noton Barrett, Charles Probandt, ratadata Club and guests at

following guests were present-Mrs. Charles Allen, Mrs. C.L. Mrs. Bill J. Cole, has been sel-cided to take a preferential poll King, Mrs. Arthur Barlemann, ected by the high school facul-by Sterling County citizens to Mrs. Jack Douthit, Mrs. Ray Lane and Mrs. City and the local American Le-see who they favor as county

> high school next fall, has been here. The court was to have active in high school sports, appointed someone to serve

Mr. and Mrs. Thomas E. The commissioners decided Asbill were in Jal, New Mex-on motion of C. J. Copeland to ico last Friday and Saturday hold an opinion or preferential to attend the wedding of their poll June 16-21, wherein counrabies in these animals in surrounding counties which involved people having to take the shots after exposure o that addies night here. Such anounce the marriage of the shots after exposure of the shots and allows installation of new officers and announce the marriage of the shots. The wedding Told

Mr. and Mrs. Forrest Foster of the clip and Mrs. John C. Null, daughter clerk's office and express their of Mr. and Mrs. John C. Null, of Mr. and Mrs. John C. Null, of Mr. and Mrs. John C. Null, of Logan exposure of the shots after e son. Vernon David, to Miss ty citizens could go to the

of the bride, sang The Wed-follows:

City and Perry

Presbyterian churches are to all was dedicated and ex-she visited her daughter and grandparents, Mr. and Mrs. Judge's office.

The place in pole bending school at the Methodist church ations to Bobby and Tommy and Tommy of the place in pole bending school at the Methodist church ations to Bobby and Tommy of the presbyterian churches are to all was dedicated and ex-she visited her daughter and grandparents, Mr. and Mrs. Judge's office.

She said it was cold and snowy there never got up to even 50 of the presentation will be binding on the Court, at the presentation will be bending on the Court, and the groom's such an opinion survey would be presented and ex-she visited her daughter and grandparents, Mr. and Mrs. Judge's office.

"Although it was recognized doon, Texas; Mrs. G.W. Forther with presentation will be binding on the Court, and the groom's such an opinion survey would be presented and ex-she visited her daughter and grandparents, Mr. and Mrs. Judge's office.

"Although it was recognized doon, Texas; Mrs. G.W. Forther with presentation will be binding on the Court, and the groom's such an opinion survey would be presented and ex-she visited her daughter and grandparents. The presentation will be bending and grandparents are to all the presentation will be presented and ex-she visited her daughter and grandparents. The presentation was a presentation will be presented and ex-she visited her daughter and grandparents. The presentation was a presentation will be presented and ex-she visited her daughter and grandparents. The presentation was a presentation will be presented and ex-she visited her daughter and grandparents. The presentation was a presentation was a presentation will be presented and ex-she visited her daughter and grandparents. The presented and ex-she visited her daughter and grandparents. The presented and ex-she visited her daughter and grandparents. The presented and ex-she visited her daughter and grandparents. The presented and ex-she visited her daughter and grandparents. The presen

two churches met and worked of a wreath. Her son died in did a lot of sightseeing of the bill of San Angelo and Mrs. The person appointed will nation's capitol. Tom Scarborough of Stephen-serve through next year, but etles made their appearance of the school will be on Sunand around town. The best of the school will be on Sunand around town. The best of the school will be on Sun-

> a full 4-year term. nolds of Garden City. A wedding breakfast was Jerry Marcus served Saturday morning in Mrs. Ben Atwell's Father Dead the Fellowship Hall of the Mrs. Ben Atwell's father, church following rehearsal at James Loius Robinson, 83, 7:00 a.m. The reception was died last week in Mineral Wells also in the Fellowship Hall after an eight months illness. immediately following the ce- Services were held at the

> > New Mexico. They will go on and burial was in the Woodto Nashville, Tennessee where land Park Cemetery. Vernon plans to work for the He was a member of the Southwestern Co. during the Southside Church of Christ summer. They will return to and had served as an elder in Abilene for the fall semester Joplin and Perrin churches. of school where both are stu-He was born on Sept. 16, 1883 dents at McMurry College, in Meredian, Texas, moved to and Vernon will continue work Jack County in 1906 and moved

The couple visted briefly in children and two great-great

Sterling City Wednesday on grandchildren. their way to Breckenridgewhere they will leave for LEGAL NOTICE Nashville on Saturday.

HOSPITAL NOTES

County Hospital on Thursday 9:00 a.m. to 12:00 noon. morning of this week includ- Any interested taxpayer is

John C. Reed Mrs. W. R. Hudson Glenn Grumbles Dismissals since Thursday morning of last week include: Mrs. J. C. Smith J. Pink Russell Jim Butler Mrs. Frank McCabe

Preference

Citizens May Express

The Sterling County Com-Phil Cole, son of Mr. and missioners Court Monday de-Phil, who will be a senior in signing to become postmaster

F.F.A. work, both local and till the next election year (1968) and several persons had

Martin, Tom Asbill, W. G. meeting.

Other commissionrs present were Dayton Barrett, C. J. Copeland and Fowler McEn-

Guests Wednesday were Bill
Hurt and son, Jimmy, of Slidell, La. and Larry McGinnes.

Billy E. Taylor of Big Spring ding Prayer, One Hand, One "Upon motion of C.J. Copeller, and The Lord's Prayland, and seconded by E.F. McEntire, it was decided that Ritchie Reynolds of Garden the results of a straw vote or first offense charge. Null of Jal preferential statement by the qualified citizens of Sterling

was a quiet day in Sterling. Big Spring and Ritchie Rey have to run again in 1970 for

remony. The couple left for a Southside Church of Christ short wedding trip to Carlsbad, there Wednesday of last week

with the physical education to Mineral Wells in 1938. department of Abilene State Survivors include the wife, seven sons, five daughters, 32 School.

grandchildren, 36 great grand-

The City Council of the City of Sterling City, Texas will sit as a board of equalization at the City Hall, in the City of Sterling City, Texas on Patients in the Sterling Monday, June 12, 1967 from

> welcome to attend the meet-Lee R. Reed, Mayor Mrs. Johnnie Donalson,

City Secretary

Robert Lively has opened the Conoco station in the west end of town and is now running it.

Grand Opening Saturday, June 3 Skip's Conoco

TRY US FOR the NTH in Oil; The NTH in Gas; and the NTH in Service

Robert Lively

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Information concerning free public lectures, church services, and other Christian Science activities also available.

itors or visits to the News-Record. Phone 8-3251.

Letterheads

* Circulars

* Tickets

* Ruled Statements

Business Cards

Alumni Banquet Set

for June 3

Dr. Harry Blanek, in charge

of reservations, said plates dance cost will be \$3.00 per MAN OR WOMAN

at 9 p.m., said Blanek.

Combo To Make Recordings

Nite" will go to San Antonio olis, Minn. 55416. on June 10 to make some recordings, it was said. The local boys have been playing SPARE TIME INCOME for dances and recitals over Refilling and collecting mon-

Robert Lee).

FEMALE

WANTED: A good reliable person to supply customers with Rawleigh Products in CONSOLE SPINET PIANO. Sterling Co. or Mitchell Co. Will sacrifice to responsible Write Rawleigh TXJ-1220-127 party in this area. Cash or vis- Memphis. Tenn.

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* Envelopes

* Programs

* Pamphlets

* Card Forms

Padded Forms

Church of Christ

Richland Hills Church of a.m. This will be a day of reg-Christ in Fort Worth will be the guest evangelist with the by a parade and refreshments. local church of Christ June 18-25. Week day services will be at 7:00 a.m. and 8:00 p.m.

Meeting

VACATION BIBLE SCHOOL JUNE 5-9

hold its vacation bible school Friday, June 9 and the school at night from 7:30 9:00 p.m. be- will close with the commencetween June 5 through June 9. mentn (parents' night) Sunday The faculty will consist of night, June 11 at 8 pm. Dan M. Whitaker, educational The pastor, Andy Daniels director at Johnson St. in San will be the school principal and Angelo who will teach the Mrs. Bill Humble the pianist adult and high school class. and secretary. Mrs. D. Kirk be "God Lives Today" and Stevens will be in charge of special films will be shown the daily refreshments. Mrs. children's classes will be Mrs. of the 3 to 6 year olds (beginner The Sterling Alumni Association will hold the annual banquet and dance June 3, 7:30 p.m. in the officers club at Classes will be "Apyribare to and Miss Both Hays." The theme for these p.m. in the officers club at classes will be "Apyribare to and Miss Both Hays." The theme for these p.m. in the officers club at classes will be "Apyribare to and Miss Both Estimated to a product of the 3 to 6 year olds (beginner and nursery) with the help of Mrs. Bill Cole, Mrs. Rickey Hopkins, Mrs. Fred Igo, Mrs. Tom Crossler, Miss Lelah Estimated to a product of the 3 to 6 year olds (beginner and nursery) with the help of Mrs. Bill Cole, Mrs. Rickey Hopkins, Mrs. Fred Igo, Mrs. Consider the state of the 3 to 6 year olds (beginner and nursery) with the help of Mrs. Bill Cole, Mrs. Rickey Hopkins, Mrs. Fred Igo, Mrs. Consider the state of the 3 to 6 year olds (beginner and nursery) with the help of Mrs. Bill Cole, Mrs. Rickey Hopkins, Mrs. Fred Igo, Mrs. Consider the state of the 3 to 6 year olds (beginner and nursery) with the help of Mrs. Bill Cole, Mrs. Rickey Hopkins, Mrs. Fred Igo, Mrs. Consider the state of the 3 to 6 year olds (beginner and nursery) with the help of Mrs. Bill Cole, Mrs. Rickey Hopkins, Mrs. Fred Igo, Mrs. Tom Crossler, Miss Lelah Estate of the state of t Goodfellow Field, San Angelo.

Dr. Harry Blanck, in charge

Classes will be "Anywhere tes and Miss Betty Collier Mrs. Wayne Posey will be in

were to be \$3.00 each and the BUSINESS OPPORTUNITY

Reliable person from this Tabor will be in charge of the open to alumni of Sterling area to service and collect 3rd through 6th graders (jun-High School only, but the dance is open to all. It starts lich accounts for automatic dispensers. No Bowen, Mrs Troy Templin, and references and \$985.00 to will be in charge of the 7th \$1785.00 cash capital neces-through 9th graders (intermedsary. 4 to 12 hours weekly nets lates) with the help of Mrs. excellent monthly income. Full Frank Stewart. time more. For local interview The local combo "Sounds of Wooddale Ave. So., Minneap-

this immediate area for some ey from NEW TYPE high quality coin operated dispen-Members of the combo are sers in this area. No selling. Jerry and David Currington, To qualify you must have Corwin Collins, Rickey Hop-car, references, \$600 to \$1900 kins and James Field. (He is cash. Seven to twelve hours son of the Bob Fieldses of weekly can net excellent income. More full time. For per-

sonal interview write P. O. BOX 10573, DALLAS, TEX-HELP WANTED-MALE OR AS, 75207. Include phone num-

> terms. Write Credit Mgr. Tallman Pirio Stores, Inc. Salem,

VACATION BIBLE SCHOOL

The Vacation Bible School of the First Baptist Church will be held the week of June 5-9. Mr. Lanny Henninger who is It will begin with Preparation minister for the Day Saturday, June 3 at 8:30 istering the children, followed

The school will be in full swing on Monday, June 5 and each morning through Friday from 3:30 a.m. till 11:30 a.m. The church of Christ will There will be a school picnic on

The theme for this class will Hopkins and Mrs. Clifford each evening. Teachers for the Amos Lawson will be in charge Mrs. Wayne Posey will be in charge of the 1st and 2nd graders (primary) with the help of Mrs. Gary Manicle and Mrs. Betty Garrett. Mrs. George

THE WISE CHOICE OF BRIDES



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lish accounts for you. Car, Ann Lawson. Mrs. Clyde Estes Typewriter Paper for Sale at News-Record

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way to do this is by setting

your goals higher and working

four people a day. Why not then make a list of 15 pros-

pects, with the determination to see at least five of them?

Immediately you will start revising and tightening your schedule to take care of the extra calls. You will find ways

of squeezing out ten minutes here and a half hour there to

cessity is the mother of inven-

you have time to call on six of

You have established a chal-

lenge for yourself. This is

healthy for a salesman. It

keeps him from being resigned

to routine. It will open up new

Influentials Caly

calls? Are you talking to the

man who can buy or to some

fourth string assistant who

talks a good game but couldn't

give you an order if his life

So many salesmen waste time with the wrong man. They

deliver brilliant presentations

to a person who may appreci-

A little investigative work

before your call will eliminate

this risk. You can find out the

name of the influential and

make your appointment with

him and with him alone. It's

far better to go on to the next

call than to spend an hour with

someone powerless to make a decision. You'll find yourself

having to make a date with the

Sales Saboteurs

Whom do you see on your

dimensions.

depended on it?

Supposing you are seeing

towards them.

THE AUTOMATED SALESMAN

We hear a great deal these days about automated production; how work has been put on a more efficient and economical basis through the use of machines. This, of course, has brought an attendant problem of unemployment.

Today's salesman may wonder gloomily if he will not someday be replaced by a machine. He knows that white as well as blue collar workers have lost their jobs through mechanization.

I don't believe the salesman has to worry. There are elements of salesmanship which a machine could never duplicate. Factors like goodwill, servicing, etc. depend on the personal relationship between buyer and seller. The techniques of overcoming objections, presentation and closing are structured on face-to-face contact.

The salesman can also take heart from the fact that business and industry are still recruiting salesmen at a good clip and that marketing budgets are expanding.

Beware of Complacency

Don't assume that the salesman-buyer arrangement is beyond criticism just because it has existed so long. In business, anything that involves profit is subject to review by management. There is no sentiment involved here. It's a dollars and cents proposition and the men upstairs will dump any system if it is not producing. The salesman should realize he is no more immune to change than the production line or raw material purchase.

Automate Yourself

For this reason, the salesman must, in a manner of speaking, automate himself. He must streamline his whole operation to get the maximum benefit for his efforts.

He should plan the best and quickest route to his customers. He must make sure he sees the right people, the influentials, so he won't waste time with persons who are not empowered to make decisions. He must organize his paper work so it does not cut seriously into his selling time. In short, he must leave as little as possible to chance.
There is far too much at stake
for sloppy, inefficient methods.
He must have more hits than strikeouts.

If you are selling only two out of 15 prospects, for example, you are not fully automated.

Spur Yourself

Often a salesman is slowed

influential anyway.

down by things he never gives much thought to. For example, a badly running automobile can cost you all kinds of good time. It may stall in traffic when you are rushing for an important appointment. Then consider too the time you spend in taking

How about the location of your home? It should be con venient to your territory. Why drive sixty miles a day just t get to your job? If you an inconveniently located perhaps your sales manager of the com pany can help find you a different place. Besides, if you lie closer to your work you'll fel better and have more time to spend with your family.

The Indispensable Salesman

If a salesman is indispensegive yourself more time for visits. The old adage that neble to his firm he'll never have to worry about being automated out of a job. There is a sayi Eventually you may find that that's true up to a point. If a man does or is incapacitated it the 15 and perhaps even more. some way the company wil somehow get along. But some salesmen become so important to the firm, so identified with it, that they enjoy an unique

position. Take the matter of resignstion. When some salesmen offer their resignation management expresses polite regrets and says goodbye. When others quit, however, the boss will practically get down on his knees to induce them to change ther mind. He'll offer more money, promotion, a better territoryanything to get them to remain. Why? Because these salesmen are so valuable to the company that their loss will be keenly ate the performance but cannot felt.

The Learning Process Are you automating your-self? One way to find out is by taking this little test. If you can come up with "yes" answers to seven or more ques tions, you have little to feat from a machine.

1. Are you using the best and quick est route for your calls? Yes 🗌 No 🗌

2. Is your car in top operating condition?

3. Is your paper work organized to leave you sufficient time for calls? Yes \(\subseteq No \(\subseteq \)

4. Are you seeing the influentials when you make calls?
Yes \(\subseteq \text{No} \square\$

5. Do you set goals for yourself, even if they are not completely at tainable? Yes No

6. Are you getting enough sleep?
Yes ☐ No ☐

7. Is your home convenient to your Yes No territory?

8. Do you feel you have something new to learn about selling? Yes 🗆 No 🗆

9. Do you think that management would make a great effort to get you to stay if you offered your resignation? Yes ☐ No□

10. Is every day a new challenge to

Every so often the salesman must apply the spurs to himself it to a garage for repairs.

1. The Salesman is a V.I.P.
2. Are You A Salesman?
3. Get Acquainted With Your Company

You Can't Fire Without
Ammunition
You Are A Goodwill
Salesman, Too
Closing The Sale
How To Set Up An
Interview
Resting Between Rounds
The Competition
Taking A Risk
Playing The Short Game
Selling An Idea
Buying Committees Are
Here To Stay

15. The Automated Salesman
16. Samples Can't Talk
17. The Unexpected Letter
18. Prospect or Perish
19. How To Dislodge A
Prospect From An
Existing Supplier
20. Making Salesmen of
Customers
21. Repeat Orders Are Not
Accidental
22. Room At The Top
23. You Must Give More To
Get More
24. Running Into The Rule
Buyer

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STERLING CITY NEWS RECORD

JACK DOUTHIT, Publisher ntered November 10, 1902, t the Sterling City postoffice as second class matter.

Published Every Friday

SUBSCRIPTION RATES 3.00 A YEAR IN COUNTY \$3.50 A YEAR IN STATE 4.00 A YEAR OUT STATE

NEWS established in 1890 RECORD established in 1899 Consolidated in 1902

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phone in your personal items news-your visits, your isitors, your parties, etc. News-Record 8-3251.



TRST METHODIST CHURCH hil Robberson, Pastor

Church school __ 10:00 a.m. Morning worship 11:00 a.m. Evening Worship _ 7:00 p.m. TRST PRESBYTERIAN CHURCH

Jubert C. Travis, Minister Sunday school __10:00 a.m. Morning worship_11:00 a.m. T. PASCHAL BAYLON ATHOLIC CHURCH

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lev. Vincent Daugintis. Pastor Sunday Mass ____ 8:00 a.m. Thursday Mass __ 7:00 p.m. FIRST BAPTIST CHURCH ndy Daniels, Pastor

Sunday school ___ 9:45 a.m. Morning worship 11:00 a.m. Traning Union __ 7:00 p.m. Evening Worship __ 8:00 p.m. Teachers Meeting 7:30 p.m. Prayer Meeting 8:00 p.m.

CHURCH OF CHRIST Marion H. Hays, Minister

Bible school ____10:00 a.m. Morning worship_11:00 a.m. Evening Classes __ 6:00 p.m. Night Worship __ 7:00 p.m. Wednesday Mid-Week

BIBLE

8:15 A. M. SUNDAYS KGKL SAN ANGELO 960'



Vanity Beauty Shop Call 8-4451 for Appointment

and Saturday afternoons. RUBY POTTS, Owner

Shop closed every Tuesday

POSTED-All land operatd by me posted against tresassing and hunting. Violators prosecuted. GEO. McENTIRE, JR.

STUCKE BARBER SHOP

COME IN AND SEE US Will Appreciate Your Barber Business

Joe Stucke

or Insurance Needs FOR AUTO, FIRE AND CASUALTY AND LIFE IN-SURANCE, Use Your Local Reliable and Tested Agent-DURHAM INS. AGENCY DURHAM ABSTRACT CO. bstracts and Title Policies

Andy's Barber Shop

Andrew Coronado, Prop. YOUR HEAD IS MY BUSINESS" ast West of Brock's Grocery air Cuts \$1.50 after Feb. 15 Was It Sudden?

Jerry Marcus



Refusal to grant the right-of-way killed 6,200 persons in 1966.

Now every day! (Even on weekends) **Family fares** on Santa Fe



Start your Santa Fe trip any day of the week, and on any of our famous trains.

Take, for example, the family of five pictured here: Baby travels free. The older children (under 12 years) go round trip for half the cost of a 1-way ticket. Mom goes round trip on a 1-way fare. Only Dad pays a full fare.

Take your family on an exciting Santa Fe adventure to the Southwest Sun Country, to California, or to Canada's Expo 67 through Chicago. Go now. Pay later. For information or reservations, call

CALL: Santa Fe Ticket Office, Phone 655-5482 Santa Fe Station, San Angelo Texas 76901



NOTICE OF BOARD OF EQUALIZATION

of the BOARD OF EQUALI-ZATION regularly convened and sitting, notice is hereby given that said Board of Equalization will be in session at its regular meeting place in the Courthouse in the town of Sterling City, Sterling County Texas, at 9:00 o'clock A. M. beginning on Thursday the 22nd day of June, 1967, and from day to day thereafter, for the purpose of determining. fixing and equalizing the value of any and all taxable property situated in Sterling County State of Texas, until such values have finally been determined for taxable purposes for the year 1967, and any and all persons interested or having business with said Board are hereby notified to be present.

GIVEN under my hand and seal of office in Sterling City Texas this 8th day of May A

W. W. Durham County Clerk Sterling County, Texas

(Seal) Sterling County Sterling City, Texas This 8th day of May, 1967.

NOTICE-PUBLIC HEARING Notice is hearby given by the Parks and Wildlife Department that a public hearing will be held at 2 p.m. on June 7, 1967 at the County Courthouse at Sterling City, Sterling County, Texas for the purpose of gathering information concerning proposed hunting, fishing and trapping regulations for the above-named

As the result of action by the Texas Legislature, the Texas Parks and Wildlife Commission is responsible for the setting of seasons, bag limits. and means and methods of taking certain game, fish and fur bearer species in Sterling County. All interested persons are urged to attend and comment upon the proposed regu- INCOME-SPARE TIME

and trailer for sale. Anderson, box 633.

1967-68 Baskethall Schedule

Nov. 21-Robert Lee, There Nov. 28-Sands, Here Dec. 5-Miles, Here

Dec. 7, 8, 9-Garden City Tournament (Boys & Girls) Dec. 12-Sands, There Dec. 14. 15, 16- Sands Tournament (Boys & Girls) Dec. 19-Mertzon, Here Dec. 22-Miles, There lan. 2-Mertzon, There Jan. 5-6-Iraan Tourney (boys) Jan. 16-Bronte, There Jan. 19-Forsan, Here Jan. 23- Garden City, Here Jan. 30-Water Valley, There Feb. 2-Bronte, Here Feb. 6-Forsan, There Feb. 9-Garden City, There Feb. 16- Water Valley, Here

* District Games

REWARD NOTICE A reward of \$500.00 will be paid by the Texas Sheep and Goat Raisers Association to any person (other than law enforcement officers) giving information causing the arrest and final conviction of any person or persons found butchering or stealing any sheep or lambs or grats belonging to any Association member in good standing. When two or more persons give information, the above sum will be divided at the discretion of the Board of the Association. When two or more defendants are involved in a single crime, the total reward is limited to \$500.00, but the conviction of one defendant, even though the other defendants are acquitted. will entitle the claimant or claimants to said sum of \$500.00. All claims must be submitted within ninety (90) days following conviction. If, upon conviction, a defendant confesses other thefts, no additional reward will be paid. All devisions concerning the payment of such reward and the conditions of payment will be made by the Board of Directors of the Association. TEXAS SHEEP & GOAT RAISERS ASSOCIATION

In case of fire dial 8-4771.





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SAN ANGELO SAVING HEADQUARTERS

Current Dividend

ON ALL SAVINGS ACCOUNTS Directors:

James R. Duncan John S. Cargile C. A. Duncan

Hudson Russell Wilbur Carr Brown W. A. Griffis, Jr.

125 S. IRVING

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AS IT LOOKS

FROM HERE

of a few years ago.

in the field.

cloud began to form, planes

a fuzzy mist.

By Omar Burleson, Member

of Congress, 17th District

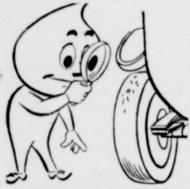
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- · Fully automatic
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Phone 8-2591 Sterling City, Texas

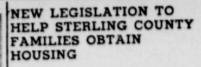
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LIFE INSURANCE HOSPITALIZATION AND



CONSIGNEE



The U.S. Departments of Agriculture's Farmers Home Administration is better equipped to handle the housing credit needs of low and moderate income Sterling County families as a result of legislation recently signed into Behind the 8-Ball law, according to Patrick F. Sullivan, Farmers Home Administration county supervisor.

tion Cities and Metropolitan saws go, fishermen think of Development Act, signed last going fishing, gardeners are month by President Johnson, dreaming of the flower or the makes it possible for a broader vegetable garden's production, range of Sterling County fam- and the young man's heart is ilies to qualify for housing turned to love, etc. etc. loan authorities of the Farmers And I'm beset with or by Home Administration.

and moderate income families so good looking, I would just Washington, D. C.—(Note: in Sterling County by increas-Due to the death of Congress-ing the level of activity of the where. Maybe even a twoman Burleson's mother, this Agency's rural housing loan weeks one. release is being prepared by program.

his Washington staff for this The Congress of the United loan program administered by pace, a little variety, a little States, in its 90th session, al- the Farmers Home Adminis- change of scenery, etc. can do ready has more than 11,000 tration:

bills to consider in the House -Many Sterling County who bills to consider in the House of Representatives and 2,000 had to go the long route of here that made floor sweep. The Scope of planning, contracting and the bought old paper scraps these proposals covers about building a house can now buy from print shops and had an every facet of American life. By reason of the great prog- Before the new legislation, shredder. He collected old ress of our nation, there are these families could only purnow legislative proposals which chase previously occupied would not have been dreamed buildings.

One such complication is in- ilies can now obtain housing haps another ingredient, and volved in legislation calling credit from Farmers Home Ad- make floor sweep. He then for a comprehensive national ministration on the basis of a peddled it out to little busiweather modification program. cosigner. Previously, only nesses for about a dollar and The day when "everybody those rural persons 62 years a half for a big drum. Each talks about the weather but and older qualified for this as-spring or summer, he would nobody does anything about sistance. it" seems to be gone forever.

firms at work, and government sistance the agency can make his vacation for months after and university research proj- for emergency repairs or im- returning back from the Oklaects are nearing the same fig- provements to owner-occupied homa visit (where he visited ure. The most recent figures, rural housing or farm service relatives) on his "vacation." for 1962, indicated there were buildings. This credit is not He taught several people a

cause of the lack of pertinent verge of losing their homes (and his family) withstand the litigation and statutory law. through foreclosure may save rest of the year-and its acsubject have caused consider- can be developed by the Farm- meager existence. able discussion by law re- erso Home Administration to He seemed happy. His famview commentators and stud-ents in an attempt to define

the rights and duties of those given to construct rental hous- have been somewhat miserengaged in changing the weathing for low and moderate in- able. those who would be affected by such changes. So far, legislation dealing with it at the state level is generally of a

regulatory nature, while Fed- 62 years and older. eral legislation has been larg- Loans by the Farmers Home werent. Old man — was. ely concerned with the sup- Administration are made to He eked out an existence port of research and develop- Sterling County applicants He wasn't afraid of losing a who are unable to obtain cred- fortune in any way. He was Obviously, time and events it they need from private lend- his own boss and felt at home will bring the need for both, ers at reasonable rates and in all the places where he A number of years ago, in terms.

Jeff Davis County near El aso, a battle erupted when SACRIFICE equity in beautfarmers hired a private weath- iful spinet piano in this area, somewhat uncouth, he was er research firm to suppress to responsible party. Small not the cleanest-smelling perhailstorms which had wreaked monhly payments may be as-son I've ever bumped intohavoc on their crops. Every sumed. Write Mr. J. Hall, Box but he was respected. He entime a thunderhead or any 3192, Lubbock, Texas other hail-hurling type of

clouds with silver iodide crys- Lake Almanor and the lake is in store for people, he will tals. Each time this was done, had contained whatever extra be happy with his improved the threat was dissipated into rainfall the seeding had pro- lot. Because it will be an imduced. Although the farmers were

In Sterling City each week delighted with these results, tories are impressive experidelighted with these results, tories are impressive experiments conducted by airines in mayed. Not only was hail suppressed, but also rain--which lying clouds from airports. By Water Valley paper and the was badly needed for the dropping crushed ice on top Mertzon newspaper, has now Allen Insurance

Automobile, Fire, Theft
House, etc., All Kinds

was badly needed for the dropping crushed fee on top parched ranchland. After experiencing the vanishing of rain clouds, the cattlemen delar" in allowing flights to His shop was built as an adcided to sue and an injunction land.

field of Weather Science. It now prints his papers. Form-The courts have received has left the ground and gone erly he had them printed at AND ACCIDENT POLICIES other cases resulting from up into the air, to inner space Bronte by Ben Oglesby. weather modification entangle- and outer space, where all In Sterling Butane Co. office ments. One such recent law-our weather comes from. It the problems of printing a In Sterling Butane Co. office ments. One such recent law out weather contents of printing suit involved the Pacific Gas involves making measure-paper, and all the headaches that go along with it. launched a cloud seeding pro-through intricate calculations, gram near Lake Almanor, creating new techniques. In California, on the headwaters this scientific age, simply of the Feather River. The in- "forecasting" the weather is plodding along, and with the tent was to increase the snow- not enough; now man's ability present crisis in the Mid-east fall around Almanor and, in has reached the point where with Israel and Egypt at each turn, increase the spring run- he can change it. It is a great others throats, the outlook is

flood occurred, causing mil- or evil--over our lives. lions of dollars worth of damthe Court concluded there had weather, whether or not.

FRESH HONEY for sale-W. L. (Levi) Martin.



By the editor.

Now has come that time of Sullivan said the Demonstra- the year when, as the old spring fever. Or something.

The new legislation Sullivan continued, makes more mort- And yet I must work. If I gage credit available to low had been born rich instead of

That way, one gets all toned Here are some of the other up for the humdrum duties of changes in the rural housing making a living. A change of wonders for the spring fever.

Years ago I knew an old crankcase oil from filling stations and kinda perfumed it up a little. He would mix the -Qualified low-income fam- shredded paper, oil and perload all his kids and his wife -The new legislation in- into an old Model T Ford and There are currently some 40 creases from \$1,000 to \$1,500 go to Oklahoma for his "vacaof 50 commercial weather the maximum amount of as-tion." He would talk about

6,120 scientists and engineers designed to upgrade a building lesson. He made a bare livbut only to remove hazards to ing. (This was in the early Laws in effect relating to the health and the safety of 30's). He enjoyed life and he weather modification present the family and the community. couldn't do without his "vacaa subject of controversy be- Rural families on the tion" and didn't. It helped him The unique features of the their homes if a sound basis companying hard work and

> ily seemed happy. By some -Financial assistance can be people's standards he should

have been supremely happy Even deleriously so. But they

went to collect old paper, old oil, or sold his product.

He was uneducated, he was joyed life.

Whenever the trumpeter sounds the trump for that finwere sent up to "seed" the been no unusual spillover at al day of reckoning, whatever provement over what he had Among weather-control vic- or enjoyed here on this ball.

His shop was built as an adwas issued, barring the seed-ing of any more clouds in strides are being made---this used press and Linotype and

With the war in Vietnam off for its power station. Be- and awesome power. It has not a pleasant one to contemlow the dams, a disastrous enormous potential for good-- plate--for the world in general. About every twenty-five or thirty years, a war happens. Ph. 8-4321 Sterling City, Tex. age. Although citizens of the Whether it's cold, or wheth- And mankind doesn't learn a area sued the utility company er it's hot, we shall have lot from generation to genera-

Try our new Hot Water and Detergent Car Wash Stewart's Texaco

STAPLES-STAPLERS at News-Record





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