Burglars at Work

Here

Democratic Primary Election Here Saturday, May 4

The Sterling County Demoeratic Primary Election will be held in Sterling on Saturday, May 4. The voting will be held Dallas Blankenship in all boxes as usual except FOR STATE TREASURER: on the divide — where it will

Jesse James be held at D.D. Garrett's house. FOR RAILROAD The County Commissioners COMMISSIONER: named Garrett to handle the | Jim C. Langdon election as judge this year - FOR SUPREME COURT OF due to the regular election TEXAS: (Associate Justice, judge, Mrs. Bill R. Bynum, being ineligible to help. Her husband is on the ballot as a can-

In addition to the voting on candidates names from governor on down to the precinct level, there are three referendum proposals listed. Voters FOR SUPREME COURT OF may express their opinions on sale of liquor by the drink, pari-mutuel horse race betting and for or against a State FOR COURT OF CRIMINAL at the State Highway Enginbetween the hours of 8:00 o'Dairy Commission with powers to regulate price of milk.

FOR COURT OF CRIMINAL at the State Highway Enginbetween the hours of 8:00 o'leers office parking lot. Finger prints from the vehicle were P.M.

ing an X or some mark in the little square by the candidates names he favors. Do not mark FOR COURT OF CIVIL out all others — just use the X. The ballot will have the following races and referendums on it for the primary:

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The following propositions must be placed on the ballot FOR UNITED STATES for the Primary Election on May 4, 1968, in the following language:

l. 'This proposition is only an expression of public opinion and has no force or effect as FOR STATE

FOR ☐ AGAINST enactment by the Texas Legislature of a law permitting FOR JUDGE OF THE 51ST the legal sale of liquor by the JUDICIAL DISTRICT: drink in wet areas only after | Joe L. Mays approval by local option elec-FOR DISTRICT ATTORNEY tions, and which sale would be OF THE 51ST JUDICIAL subject to strict regulation, effective controls and taxation | Frank C. Dickey, Jr.

2. "This proposition is only an | Tom Asbill expression of public opinion | J. K. Martin and has no force or effect as FOR SHERIFF, TAX

☐ AGAINST FOR enactment by the Texas Leg-FOR COUNTY ATTORNEY: islature of a law permitting | Worth B. Durham horse racing with pari-mutuel FOR COUNTY wagering on a local option basis; creating a Texas Horse Racing Board with the power to regulate pari-mutuel wagering on horse races; granting FOR COUNTY two percent of the total parimutuel pool each day to each county where there is a licensed race track; and apportioning among all other counties one-half of the total state FOR JUSTICE OF THE net revenue from that source."

3. "This proposition is only an expression of public opinion FOR CHAIRMAN, and has no force or effect as law."

☐ FOR AGAINST enactment by the Texas Leg-FOR PRECINCT CHAIRMAN: islature of a law creating the Texas Dairy Commission with the power to regulate and fix the retail and wholesale price Republicans Will Hold of milk."

FOR GOVERNOR: Preston Smith

☐ Pat O'Daniel ☐ John Hill □ Waggoner Carr

☐ Eugene Locke ☐ Dolph Briscoe ☐ Edward L. Whittenburg

☐ Don Yarborough ☐ Alfonso "Al" Veloz

☐ Johnnie Mae Hackworthe FOR LIEUTENANT GOVERNOR:

☐ Ben Barnes ☐ Don Gladden ☐ Gene Smith

FOR ATTORNEY GENERAL Crawford C. Martin FOR COMMISSIONER OF

AGRICULTURE: ☐ John C. White FOR COMMISSIONER OF

☐ Jerry Sadler FOR COMPTROLLER OF PUBLIC ACCOUNTS: ☐ Robert S. Calvert

Place 1) ☐ Matt Davis ☐ Sears McGee FOR SUPREME COURT OF TEXAS: (Associate Justice, Place 2)

☐ Tom Reavley ☐ James G. Denton TEXAS: (Associate Justice, Place 3)

☐ Zollie Steakley Voters should vote by mark-FOR COURT OF CRIMINAL taken by Cantrell. APPEALS: (Judge, Place 2)

> ☐ Leon Douglas APPEALS, THIRD SUPREME JUDICIAL DISTRICT: Associate Justice:

☐ Trueman O'Quinn REPRESENTATIVE, 17TH DISTRICT ☐ Omar Burleson

FOR STATE BOARD OF EDUCATION: ☐ Frank M. Pool

REPRESENTATIVE, 66TH DISTRICT: ☐ George Baker

DISTRICT:

FOR COUNTY JUDGE:

ASSESSOR-COLLECTOR: F. J. (Jim) Cantrell

COMMISSIONER, PRECINCT 1: C. W. Smith

☐ H. F. Donalson COMMISSIONER, PRECINCT 3:

☐ William Foster ☐ Billy R. Bynum ☐ James R. Clark

PEACE, PRECINCT 1: ☐ E. R. Edwards

COMMITTEE: ☐ Jack Douthit

Primary Here

Although there will be no third wih 86 points. local or district races, such as Jackie Thornton was third in 51st District Court, the Re-the 440-yard dash and the publicans will hold a primary Sterling mile relay team came To Teach At A&M election here on May 4 at the in second.

American Legion Hall. Such Gary Foster was fourth in Chesley McDonald's, who got 50 million Americans now livman, this week.

the primary campaign would Peel. be held.

On Dean's Honor Roll School Easter Holidays

The Sterling School is taking Bauers and a senior in Texas and son Kevin, will move to al victory over cancer, the al protection from this disease. GENERAL LAND OFFICE: School classes will resume semester grades this year. Billy latter part of this month. intendennt O. T. Jones.

Your Commissioner's Court has been advised by Gibson, Spence & Gibson, Municipal Bond Attorneys, Austin, Texas, that the Attorney General of the State of Texas, by whom all municpal bonds are approved, has declined to approve Lowe Hardware & Furni-ture Co. was broken into Satur-day night and less than \$5.00 technicalities in the order noin change was taken from the tice of the election. cash register. The burglar or The \$200,000 bonds were ap-

burglars broke in a window proved by an overwhelming transom glass just above the vote of 227 for to 10 against on rear door to gain entrance. the 17th day of February, 1968. Blood was spattered or dropped over the floor as the burglar made his round through the store. Sheriff Jim Cantrell and Highway Patrolman Bob lection will be published in Also last weekend someone 26th. Absentee voting will betook a two-way car radio from gin on April 22, 1968, and exa State Highway station wagon tending through May 7, 1968,

According to the architects School Board About two weeks ago some-employed by the Commissionone broke into the Sterling ers' Court and a State Health Feed & Supply building and Department representative, the and C. J. Copeland, a write-in, January 1, 1967, was 29.46 bil-

tronic devices, etc in his pos-cated and errors do occur. session Tuesday, said Sheriff Commissioner's Court Jim Cantrell. Day got the 2-Sterling County way radio from the State High-Sterling City, Texas

Cantrell said Day was a nut good RAINS HIT electronic stuff — and had stored it away in his garage, car, etc.

\$5.00 in change.

end sometime.

Sterling Has U.I.L. **Winners Saturday**

testants in the District 46-B hours. urday included:

by Barton

an Terry Boys informative speech: 3rd, is green - and lush.

David Currington Boys persuasive speaking: LIONS CLUB 3rd, Jay Clark

Girls persuasive speaking: 2nd, Sharon Currington 3rd, Ronnie Kilpatrick

Number sense: 2nd, Dearen Science: 1st, Debbie Reed; and Collin Douthit. 3rd, Jaynell Cope

TRACK BOYS COMPETE IN DISTRICT MEET

sters made 32 3/5 points in the ing her. was second with 101, and Miles ly, Phil Robberson, Seth Bailey, trol Month, and

Vote Again On "Home" For Sterling

worth of stolen radios, elec-but the bond laws are compli-to run again.

West Texas Tuesday, leaving from 1.16 inches to 1.5 inches cancer Crusade over Sterling County. The rain started about daylight Started Here Tuesday and rained intermit-

The Sterling City Lions Club meeting. met Wednesday noon for the Also present were Mrs. Ross Boys poetry interpretation: regular weekly luncheon. Six Foster, A. C. Lively, H. L. Pat Bill, Hull, and Elbert Barbee, Dan Glass, Mrs. Tom Asbill, morning of last week include:

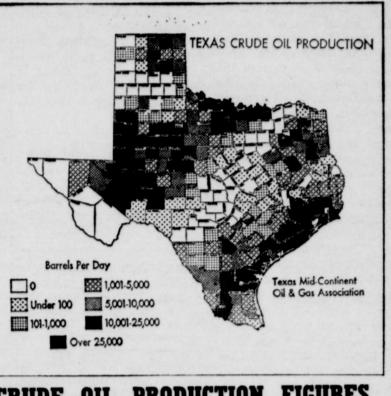
DEMOCRATIC EXECUTIVE rington and Ronnie Kilpatrick test in Brownwood last week- Jack Douthit. end. Lion Hal Knight told of The drive will be closed out the district convention meet-on April 26, said Mrs. Allen. ings. The local Queen contestant, Jaynell Cope, had a letter Mayor's Proclamation State FHA Convention in Aus-Sterling high school track- of thanks to the club for choos-

and Miss Cope.

Big Spring since.

Friday, April 12 and Monday, Tech has been named on the College Station by next week American Cancer Society must April 15, as Easter holidays. dean's honor roll for his first to begin his teaching duties the intensify its efforts to bring Tuesday morning, said super-is an art education major at He will be in the large ani-to improve the care of the canmal clinic at A&M.

lifesaving facts to the public. cer patient, and to accelerate



Browne are investigating the burglary. election will be published in this paper on April 19th and the published in the publi

Reynolds Foster & C. J. Copeland On

APRIL 12, 1968

made away with a little over county should be successful in were elected to the Sterling lion barrels, and the state anobtaining matching funds for City School Board here last nual production in recent years the construction of the pro-Saturday. Reynolds Foster was has averaged a billion barrels posed expansion to the coun-the only name listed on the bal or better. RADIO BURGLAR CAUGHT ty's hospital, which will include lot. He received 142 votes and With 199 of Texas' 254 coun-Morris G. Day, an airman at a nursing home for the aged. Copeland got 97. C. J. tock the ties producing crude oil, income Goodfellow Field, was appre- The Court regrets that an-place vacated by his brother, averaging about \$3.4 billion a hended with about \$10,000 other elecion must be held, John Copeland, who declined year is distributed widely over

berson got 25 votes, Charles commercial scene. Probandt 21, Delmar Radde 7, John Brock 2, and Ewing Fowway Engineers car last week- This 8th day of April, A.D. 1968 ler McEntire, Ross Foster, Billy 1947, has had a total crude oil Jones, Max Duncan, and J. Q. output of 14,129,833 barrels up Foster one each.

Stan Horwood, Bill Humble, rate of 7,497 barrels a day. Good, slow soaking rains hit Clinton Hodges and I. W. Terry.

Sterling High School con-tently throughout the daylight The Sterling County Cancer Gregg County, which still pro-Crusade, under Crusade Chair-duces 75,000 barrels per day, is UIL contest at Bronte last Sat- With well over six inches of man Mrs. Worth Allen, began the only county to have prorain this year, the countryside here Monday morning. Volun-duced more than two billion Boys oral reading: 1st, Bob-has turned completely green teer workers met at the City barrels of oil. and a good season is in pro-Cafe at 7:30 for coffee and rolls Girls oral reading: 3rd, Sus-spect. The mesquites have not and instructions on the canvass. HOSPITAL NOTES representative of the Texas Patients in the Sterling

Cancer Society, explained the County Hospital on Thursday drive and educational program. morning of this week includ-Mrs. Allen presided at the ed-Mrs. Zelma Neal

guests were present — being Hildebrand, Mrs. Henry Bauer, Dean Richardson, Billy Bauer Mrs. Chesley McDonald, Jack Peel, Mr. and Mrs. Bill Fletcher, Lion Phil Robberson told of Mrs. Dally Nichols, Mrs. Danny Spelling: 1st, Sharon Cur-the Lions District Queen's con-Stewart, Mrs. Roger Moore and

district track meet Wednesday Attending the convention the United States, by direction are Pam McEntire, Jaynell in Angelo. Wall won the dis-from the local club were Hal of an Act of Congress has protrict with 123 points, Bronte Knight, Jim Davis, Skip Live-claimed April as Cancer Con-

and

Don McDonald, son of the WHEREAS, Cancer will strike its research program,

announcement was made by the 100 and 220 yard dashes, his doctor of veternary medi-ing if present rates prevail, and Sterling City, do hereby desig-Larry Glass, Republican chair- and fifth in broad jump. Tim cine at Texas A&M two years WHEREAS, it is known that nate the month of April 1968 man, this week. ago, is returning there to teach at least one out of two of ev-as CANCER CONTROL Republican candidates listed Relay runners were Esau interpred and did some tooch Republican candidates listed Relay runners were Esau interned and did some teach-saved if more people saw their 7 as Cancer Control Day in from the governor down thru Vargas, David Currington, ing last year in the University physicians for early detection, the State Legislature, and Jackie Thornton and Randy of Calfornia vet school at Dav-diagnosis and treatment, and zens to observe and participate is. Calif., and has been associat- WHEREAS, results of re-through increased support of ed with Dr. Schwarenback in search alone can save in the the American Cancer Society future all cancer patients, and and by learning the facts about Billy Bauer, son of the Henry Don and his wife, Sandy, WHEREAS, to speed the fin-cancer that are vital to person-

> In offical recognition whereof, I hereby affix my signature this 4th day of April, 1968. LEE R. REED

Texas crude oil production, recorded for the past 73 years, surpassed the 30-billion-barrel mark in 1967, according to projections based on a study by Texas Mid-Continent Oil & Gas Association.

the state, making oil produc-In write-in votes Phil Rob-tion an important part of the

to the beginning of 1967. Ster-The other members of the ling County production in 1966 board are Chesley McDonald, was 2,736,233 barrels at the

> The state has 36 counties which produced at the rate of 25,000 barrels or more per day. The three largest are: Andrews, 215,000 barrels per day; Ector, 175,304 barrels per day; and Crane, 130,000 barrels per day.

Harvey Glass

Mrs. W. R. Hudson Dismissals since Thursday John Thompson Mrs. Raymond Thomas Fos-

Mrs. John Brock Fletcher G. Kenne

Mrs. Early Barton, homemaking teacher, and three WHEREAS, the President of tin next week. The three girls

Larry Gardenhire is critically WHEREAS, the Governor of ill in a Dallas V.A. hospital. He Texas has declared April as Texas Cancer Control Month,

New Texas Almanacs Out

tional and historical attractions Texas, would be in Sterling election returns by counties, City on the morning of April Department of Public Safety U. S. Census data on agricul- 16 at 10 o'clock. ture, population estimates and Briscoe will be here about many other features are found 30 minutes on a tight schedin the 1968-'69 edition of the ule, and friends are asked to Texas Almanac, just published stop in at the City Cafe for 1968.

Published since 1857 and said Alvie. called "The Encyclopedia of Texas," the Texas Almanac is widely used in schools, libra- Last weekend Mrs. Rufus ries, business and professional Foster attended the State China offices and home libraries. Painters Convention in Tyler, Newspapers, county farm a-Texas. She visited relatives in trade associations and many Trail Tour in East Texas. other Texas individuals and organizations contributed in-SPARE TIME INCOME formation for the new edtion. Refilling and collecting mon-

listed by Walter B. Moore, edi-quality coin operated dispen-

Audubon Society of Dallas. tributors, Inc., P. O. Box 18811, Expanded descriptions of Oklahoma City, Okla. 73118.

Texas State Parks and major Include phone number. Individual pages devoted to 1968 are summarized.

historic attractions in the fol- New districts for Texas Senlowing counties: Anderson, ators and Representatives are Austin, Bell, Jefferson, Jeff listed and shown on maps. Davis, Gillespie, Medina, Tom Lists include state, municipal and county officials, state Green, Webb and Young.

Economic pages devoted to board and commissions, statethe 23 Standard Metropolitan wide civic and business organi-Statistical Areas, the larger zations and many others. cities in which 80 per cent of A calendar with phases of censes will also be conducted all Texans live.

Enlarged information on weather geology, plant and Texas agriculture, including animal life, minerals, banking tablished. a history if the state's cotton and commerce, servce indusindustry. Election returns, by coun-found in the 704 pages of the Texas and about 2,500,000 li-

ties, for two Democratic pri- 968-'69 edition. maries and the general elec- Moore said that the descrip- To facilitate the process all tion of 1966 for the principal tions and economic information licenses after January 1 will contested races.

Your

on all 254 counties are among be renewed to expire on the Text of the Texas Constitu-the most popular features of birthdate of the licensee. If tion, including 20 amendments the publication and expressed the person holds a license endapproved in 1965 and 1966 appreciation to the thousands ing in an even number, it will Twenty amendments on which of Texans who participated in be renewed for a four year Texans are voting in 1967 and compiling of the information. term if the license ends in an

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Dealer

Dolph Briscoe To Be Here April 16

Alvie Cole said this week that Dolph Briscoe of Uvalde, New information on recrea- a candidate for governor of

by The Dallas Morning News. coffee and to meet Briscoe-

gents, chambers of commerce, Gilmer and made the Azalea son comes to us to renew

New and expanded features ey from NEW TYPE high legslature. tor, in this editon include: sers in your area. No sellng. mailed to each driver, just as A history of the Texas High-Car, references, \$1000.00 or always," Garrison said. "Howway Department which is ob-more cash required. Seven to ever, under the new procedure, serving its 50th anniversary, excellent monthly income. each driver must take the re-Descriptions of the principal More full time, For personal birds of Texas, prepared by the conference write D & B Dis-

in the mail."

the moon, and chapters on in many of these new offices as well as at offices already es-

tries and many other topics are 800,000 licensed drivers in censes are renewed annually. off number, it will be renewed then for four years each time driver remains the same per

> The new license will be approximately 21/8 inches wide by 3% inches long, or about the same size as a standard

> "We anticipate fairly large crowds at many of our offices," said Garrison, "and we hope to be able to give each person completely satisfactory service. We look forward to making many new friends among the millions of persons we have been serving by mail before

Al's Bar-B-Q House

Complete Dinners To Go By The Pound

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Change in Driver's License Laws

AUSTIN - Col. Homer Garrison Jr., director of the Texas reminded Texans today that a color photograph becomes a standard part of all drivers' license issued after January 1,

"The change makes it necessary for all drivers to renew licenses in person at one of our Department offices," Garrison said, "and we have been working toward setting up a procedure that will not cause excessive delay when a perlicense."

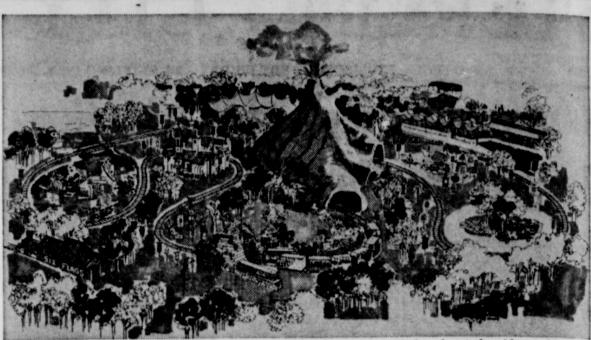
Garrison explained that the change in license was incorporated into law by the last

"Renewal notices will be mailed to each driver, just as newal notice to the nearest DPS office. There he will be given a standard vison test, sign the renewal notice and step in front of our camera. The picture will be snapped and a receipt will be issued to enable the person to drive until he receives his new license

Garrison explained that about 250 full-time license offices would be in operation over the state to service license renewals. Issuance of new li-

There are currently over 5,for two years the first time, thereafter. The cost to the

credit card.



SIX FLAGS Over Texas, the state's most popular tourist attraction located midway between Dallas and Fort Worth, will introduce a new Mexican section, as seen in this artist's conception, when it opens its 1968 season on April 13. Part of a \$2,000,000 expansion program, the ride includes a 60-foot volcano which explodes and erupts, pouring lava down the mountainside towards the passenger-filled trains below.

"See Us For Your New Easter Outfit"

Young Men! From Infants To 14 Years Latest Styles Latest Fashions

Young Ladies! From Infants To Teen Age Latest Styles Latest Fashions

Tot N' Teen Shop

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NO. 3 2105 W. 3rd AM3-4881

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Bob Brock Ford

LINCOLN & MERCURY

BIG SPRING, TEXAS

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STERLING CITY NEWS---RECORD

JACK DOUTHIT, Publisher Entered November 10, 1902, at 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

Cards of Thanks, reader or classified ads are charged for at the rate of 5c per word for the first insertion and 3c thereafter

een

ep-ide rds

Phone in your personal items of news—your visits, your visitors, your parties, etc. News-Record 8-3251.

At the Churches

FIRST METHODIST CHURCH Phil Robberson, Pastor

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

ST. PASCHAL BAYLON CATHOLIC CHURCH

Rev. Vincent Daugintis, Pastor Sunday Mass ____ 8:00 a.m. Thursday Mass ___ 7:00 p.m. FIRST BAPTIST CHURCH Andy Daniels, Pastor

Sunday school ... 9:45 a.m. Morning worship 11:00 a.m. Training Union 6:30 p.m. Evening Worship.... 7:30 p.m. Teachers Meeting 6:45 p.m. Prayer Meeting.... 7:30 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 Service _ 7:30 p.m.

FIRST PRESBYTERIAN CHURCH

Sunday school __10:00 a.m. Morning worship_11:00 a.m.



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Joe Stucke

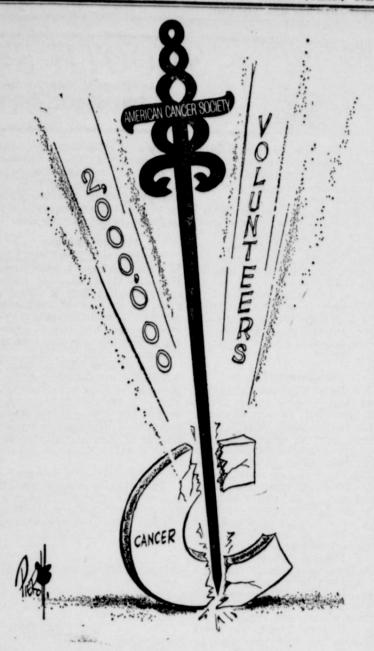
Andy's Barber Shop Andrew Coronado, Prop. "YOUR HEAD IS MY

BUSINESS" Just West of Brock's Grocery

City Cafe

Sterling City, Texas Best West of Broome NOW OPEN 7 DAYS A WEEK NO MORE CLOSED

> TUESDAYS! CITY CAFE



Barbecue Lamb Riblets in Tomato Sauce



Barbecuing is not confined to the outdoors but is a way of cooking that can continue all year 'round inside the house. The only requirements are a range, a favorite cut of meat such as lamb and a sauce.

Many cuts of Winter Wonder lamb are suitable for barbecuing but try lamb riblets for a pleasant change. They are cut from the breast and are succulent and tender when browned and simmered in a zesty sauce. And they're economical, too.

TOMATO AND RAISIN BARBECUED RIBLETS (Makes 4 servings)

2 pounds lamb riblets 1 can (8 ounces) tomato

sauce 1/3 cup each: dark seedless

raisins; chopped parsley

2 tablespoons soy sauce 1 tablespoon lemon juice ½ teaspoon ground oregano 1 clove garlic, chopped

In Dutch oven or large skillet brown lamb well; drain off drippings. Meanwhile, combine remaining ingredients. Pour sauce over browned lamb and simmer covered one hour or until lamb is tender.

NEW LEGISLATION TO HELP STERLING COUNTY FAMILIES OBTAIN

chase previously buildings. -Qualified low-income fam-

ilies can now obtain housing The U. S. Departments of credit from Farmers Home Ad-Agriculture's Farmers Home ministration on the basis of a Administration is better cosigner. Previously, only equipped to handle the housthose rural persons 62 years ing credit needs of low and and older qualified for this asmoderate income Sterling sistance.

County families as a result of Legislation in-legislation recently signed into creases from \$1,000 to \$1,500 law, according to Patrick F. the maximum amount of as-Sullivan, Farmers Home Ad-sistance the agency can make ministration county supervisor. for emergency repairs or im-Sullivan said the Demonstra-provements to owner-occupied tion Cities and Metropolitan rural housing or farm service Development Act, signed last buildings. This credit is not month by President Johnson, designed to upgrade a building

Home Administration.

The new legislation Sullivan through foreclosure may save continued, makes more mort-their homes if a sound basis gage credit available to low can be developed by the Farmand moderate income families erso Home Administration to in Sterling County by increas-refinance their debts.

ing the level of activity of the —Financial assistance can be Agency's rural housing loan given to construct rental housing for low and moderate inprogram. Here are some of the other come rural families of all age changes in the rural housing groups. Previously, rental loan program administered by housing financed by FHA had

the Farmers Home Administration:

—Many Sterling County who
had to go the long route of Administration are made to planning, contracting and Sterling County applicants building a house can now buy who are unable to obtain crednewly constructed buildings. It they need from private lenders at reasonable rates and these families could only pur-terms.

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 goats 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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STAPLES-STAPLERS at News-Record

THE STERLING CITY HEARING AID SERVICE CENTER

STERLING MOTEL WEDNESDAY, APRIL 17

Mr. Jeff Mayne of The Belton Hearing Aid Service Will Conduct Free Hearing Examinations For Those Who Have A Hearing Problem. Hearing Aids of all makes will be Cleaned and Serviced Without Charge.

If Unable to Attend, Call Motel for Home Appointment. 10 AM to 1 PM

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San Angelo, Texas

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New Shipment Side Oat Grama P.L.S. Pounds \$1.25 Per Lb.

Other Grass Seeds Priced Accordingly Book Your Hybrid Grain Sorghum Now! Paymaster — Evergreen Brands Feed Fertilizers And Chemicals

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Hatatorium

12 W. Harris San Angelo 655-6419

Civil Service

Federal agencies. principally in the metropolitan area of Washington, D. C., need Electronics Technicians. The work involves maintenance, testing, and development of various electronic equipment, ranging from radio, radar, and sonar devices to computer systems.

Both general and specialized experience are basic requirements for Electronics Technician positions, except where education may be substituted for such experience. Entry level for eligibles depends on quality and quantity of both. No written test is required.

Starting annual salaries range from \$5,331 to \$10,927. Ask for Announcement No. WA-7-19.

Additional information on these and other Federal jobs may be obtained from the Civil Service Commission in Washington, D. C., 1900 E Street, NW, 20415, or from any one of 65 Interagency Boards of Civil Service Examiners.

Agricultural Research Scientist positions in the Federal Government are now open in the disciplines of Agronomy, Animal Husbandry, Botany, Dairy Husbandry, Entomology, Food Technology, Genetics, Home Economics, Horticulture, Plant Pathology, Plant Physiology, Poultry Husbandry, Range Scence, Soil Science. and Zoology.

Applicants must have a bachelor's or higher degree in an appropriate specialized major. There is no written test. Eligibility and entry level are determined by evaluation of education and experience.

There are current Federal career opportunities for Engineering and Physical Science Technicians, at starting salaries ranging from \$5,331 to

Starting salaries range from \$5,331 to \$17,550. Most of the jobs are with the Department of Agriculture. Announcement to request is No. WA-7-17.

Cartographic, Engineering, Geodetic, Industrial Engineering, Mathematics, Meteorological, Physical Science and Surveying Technicians are needed, as are Engineering and Office Draftsmen. Details of requirements for each occupation are available in Announcement No. WA-7-18.

Most of these jobs are in the Washington, D. C. metropolitan area, and they consist of working to provide essential support to scientists, engineers, and other professional personnel on projects of major significance.

No written test is required. Applicants will be rated by review of their education and their general and specialized experience.

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SMOOTH SELLING

by George N. Kahn, Marketing Consultant

PROSPECT OR PERISH

Copyright-George N. Kahn

If the title sounds grim it was meant to. You can't stay alive in selling unless you systematically go after new ac-

Too many salesmen regard a territory as a lifetime sine-cure that will yield good earnings without cultivation. This is a fallacy. A territory must be exploited or it will dry up

on you.

The key word mentioned so far is "systematic." There must be a pattern to your prospect-ing. Depending on hit or miss tips, one-shot cold calls, etc. is dangerous.

Prospects or Rejects

A lot of time can be wasted on buyers who really aren't prospects at all — at least not for your product. A true prospect must be right for you; he must possess the necessary qualities which make him a likely user of your merchandise or service. A certain amount of screening is called for here. If he can pass the following tests he's worth more of your time:

1. Does he really need your product or service? A lot of time can be wasted

product or service?

2. Is he an influential? Does he have the authority to buy?

3. Does he represent a solvent firm that will pay its bills?

4. Can he be weaned away from his present supplier?

5. Con you get to see him?

5. Can you get to see him?

If he's the vice president or president the approach may have to be made by a top executive in your firm.

6. Will the business he gives

you be worth the amount of time you invest in him? You might make a chart for pros-pects and evaluate them on a checkpoint basis. This will save you needless running around on what could be a wild goose

Warming Up Cold Calls

Whenever I read that one out of 10 or two out of 15 cold calls results in a sale I make a devout wish that salesmen will not believe these figures. I know that these ratios have been derived from actual ex-perience but I still feel that

publicizing them does more harm than good.

Why? Because they cause the salesman to automatically put a damper on his efforts. He may be the best man in the business but he is a slave to somebody else's record.

What difference does it make if 30 salesmen in the XYZ Company average one order per 12 cold calls? This does not mean that you cannot hit five—
or six—or more! And you can
if you have faith in yourself.
In the history of selling

REPRINTS AVAILABLE . . . each article in this series is expanded to approximately 2000 words—includes a self-evaluation quiz—is printed in 2 colors in a 4 page format, on white glossy paper and is 3-hole punched to fit any standard 3-ring binder . . . prices are as follows:

The entire series may be pre-ordered or individual articles may be ordered by number . . address orders to the George N. Kahn Co., Marketing Consultants, Sales Training Division, Department NP, Empire State Building, New York, N. Y. 10001. Article titles are:

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

many cold calls have produced customers that spent millions of dollars. Intelligent cold calling should not be neglected in the prospecting picture. This means calling on buyers likely to be interested in your line.

Prospecting Leads

The salesman is not alone in his prospecting. Leads come into him from his sales manager, supplied lists from such firms as R. L. Polk, company advertising and friends and acquaintances. The last is especially important in the service

Many of these leads are "hot" but that doesn't mean they are pre-sold. It requires salesmanship of a high order to get the order. The best you can hope for is that the buyer is receptive to your presentation. You have to take it from there.

Landing the Big One

There is a type of salesman who is unsparing of his energy for prospecting but he is fishing for minows when he should be angling for sturgeon.



This is the small account complex. A man devotes a great deal of time to cold calling and tracking down leads but he stays away from the big ac-

Subconsciously, he avoids the large customer in his prospecting. Why? The answer is simple: the big buyer is harder to sell. The salesman knows he's going to have a tough fight and he's efraid to start slugging. going to have a tough fight and he's afraid to start slugging. He's like the early morning bather who can't gather up enough courage to wade into the frigid water. He waits until afternoon when the sun is fully

There's a defeatist aspect in the avoidance of the big ac-count. The salesman gives up the battle before even trying

Don't let the size of the prosbig they are somebody is buy-ing and he has a "hot button." **Priming the Prospect**

Some salesmen feel that once they've been granted an interview with a prospect they have accomplished their objective. They are so pleased with their success in getting into the buy-er's office that they do very little after that.

You've got to push harder than ever once you get the appointment. Getting there is only half the battle. You've got to come away with an order.

Don't let yourself be cowed or intimidated by the buyer.

Don't even appear too grateful

Don't even appear too grateful for the interview. Instead make him feel that he's been selected by you; that you are giving him your time. Give him the impression that you don't pick prospects at random but only after careful consideration. Make him feel that he's a blue chip choice. This will tickle his

If you can begin an interview by telling the prospect how much it means to you etc.,

how much it means to you etc., you are just taking away good selling time. Be polite, observe the usual amenities but don't get down on your knees and bow in gratitude.

You will be much better off to spend the early minutes priming the prospect for the eventual close. That's what you came for. Don't ever let anything swing you away from the main objective. main objective.

Are you prospecting in the right way and is it paying off? If you can answer yes to seven or more of the following questions, you're not only a good prospector but are bringing up nuggets as well:

- Are the prospects you call on truly good prospects? Yes ☐ No ☐
- 2. Do they really need your product Yes \ No or service?
- 3. Are they available to you? Yes ☐ No ☐
- 4. Do you have faith in your ability to get orders on cold calls?
 Yes □ No □ 5. Do you make good use of leads
- given to you by your sales man-ager, friends, etc.? Yes 🗌 No 🗌
- 6. Do you add to the list of leads by scouting out likely prospects yourself? Yes □ No □ 7. Do you take command of an inter-
- view with a cold prospect? Yes ☐ No ☐. 8. Do you cold canvass the big accounts as readily as the small ones? Yes No
- 9. Are you aware that your future depends on the number of prospects that you dig up? Yes □ No □ 10. Do you have a workable system for prospecting? Yes ☐ No ☐
- 4. You're On Stage
 5. You Can't Fire Without Ammunition
 6. You Are A Goodwill
 Salesman, Too
 7. Closing The Sale
 8. How To Set Up An
 Interview
 9. Resting Between Rounds
 10. The Competition
 11. Taking A Risk
 12. Playing The Short Game
 13. Selling An Idea
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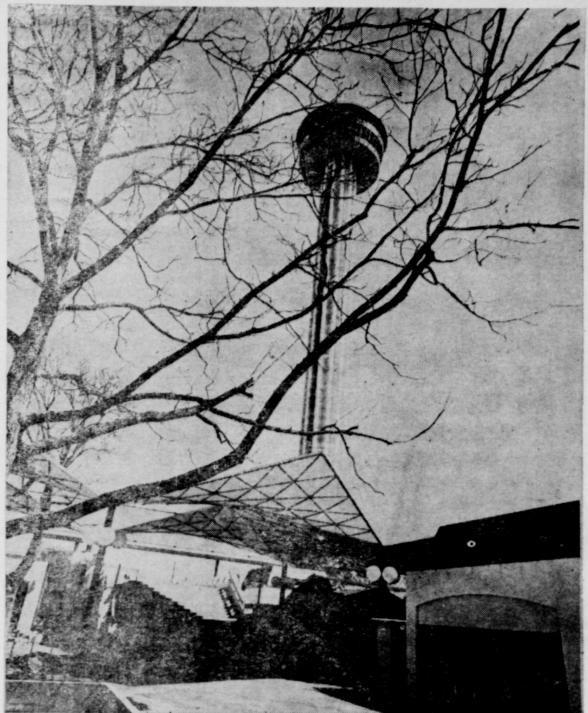
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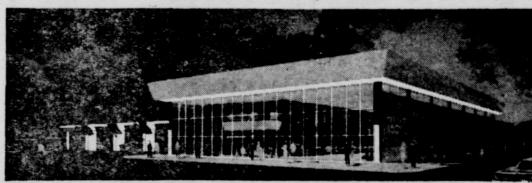


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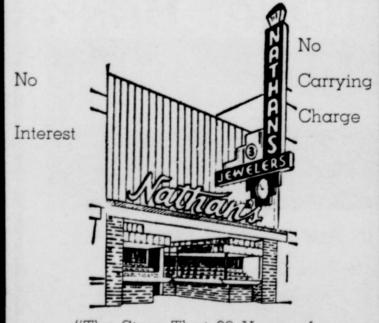
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Democratic Announcement Column

The following candidates announce their formal candidacy for the offices below, subject; to action of the Democratic Primary May 4, 1968::

For Sterling County Judge: J.K. MARTIN (Reelection) TOM ASBILL

For Sheriff, Tax-Assesor-Collector, Sterling County: F.J. (Jim) CANTRELL (Reelection)

For County Commissioner, Precinct 1:

HORACE DONALSON (Reelection) C. W. SMITH

For County Commissioner, Precinct 3:

BILL R. BYNUM JAMES R. CLARK WILLIAM FOSTER

For Justice of the Peace, Precinct 1: E. R. EDWARDS

For U.S. Representative, 17th

OMAR BURLESON For Governor:

PRESTON SMITH

For State Legislature, 66th GEORGE BAKER of Pecos

County (Democrat) JIM KENT of Ward County (Republican Party)

Selective Service

Editor's note: Below are questions now being asked at draft boards. The answers are by Col. Morris S. Schwartz, State Selective Service Director, 702 Colorado St., Austin, Texas 78701. He will welcome your questions.

Q .-- For the purpose of college student deferments, is a junior college considered an institution of higher learning?

A .-- Yes, if its credits are acceptable toward granting of a baccalaureate degree by a college, university, or similar in-

Q .-- How long can a person be deferred as an undergraduate college student?

A .-- He can be deferred in lass II-S until he completes the requirements for his baccalaureate degree (if completed within the normal and specified time), until he fails to pursue satisfactorily a full-time course of instruction, or until he reaches age 24, whichever

Q .-- Will men who become fathers after the new Selective Service law became effective (June 30, 1967) be deferred in Class III-A?

A .-- Every case will have to be considered on an indivi-

Q .-- Does the new law make

any change on fathers? A .-- Yes. Any man classified in Class II-S (college student) after June 30, 1967, can not under the law, be classified in Class III-A as a father.

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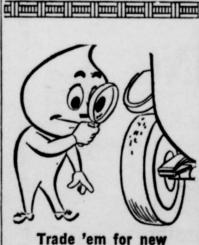


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Do You Know?

SHS Alumni Lost Persons

The Sterling High School The Methodist Youth Fel-Alumni needs addresses on the lowship (Jr. High) will hold following persons, we will ap-its annual Bar-B-Que chicken preciate it, if you know any of dinner April 13 from 5 to 7:30 the following, if you will in the evening at the complease contact Nan E. Davis, munity center here. The price Box 362, Sterling City, Texas: will be \$1.50 for adults and From the Class of 1914: 75c for children 12 or under. Bessie Potts - Mrs. Bessie All members of the Junior

Loundsbury From the Class of 1915: Alleen Strickland From the Class of 1922: Harold Deck

From the Class of 1924: Lois Bell From the Class of 1925: Roy C. Davis

Melba Williams From the Class of 1926: Addie Lee Covington From the Class of 1929: Elwyn Brown

From the Class of 1930: Charlie Bandy From the Class of 1931:

Tilda Britton From the Class of 1933: Roberta Sanders Aldon Sanders

From the Class of 1934: Belle Abernathy From the Class of 1936: Louester Higgins Eva Moore

From the Class of 1937: Jo Nell Pickett From the Class of 1938:

Bob Stribling From the Class of 1943: Betty Hill

From the Class of 1945: Humpty Dees From the Class of 1948: Alma Barclay

From the Class of 1949: Harold Baker From the Class of 1950:

Richard Foster From the Class of 1954: Joyce Dew From the Class of 1955:

Rita Jane Halford From the Class of 1956: Bobby Lester Jessie Morris

From the Class of 1962: Lee Wilcoxson

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CARD OF THANKS

I want to thank all my land, Tex. Ph. OX4-8583. friends for the cards, visits and interest while I was hospitalized. A special thanks to Dr. Schleicher County, 6 miles Swann and the hospital staff. west of Eldorado. 75 acres cul-Eddie Edwards

Record. Phone 8-3251.

METHODIST YOUTH GROUP TO HAVE CHICKEN BAR **B-QUE DINNER APRIL 13**

High M.Y.F. will be selling tickets, said DeNeal Reed. Al-so, tickets will be sold at the door for the convenience of out-of-town, Easter holiday, or other guests. You may also call the community center between the above mentioned times and dinners will be delivered (in town only).

Everyone is invited.

AMADO LAREDO (SHORTY) DEAD

Amado Lara (Shorty) Laredo, 85, of Sterling City, died in a Crystal City hospital on Friday, March 29. He had been hospitalized for two months. Shorty was born Sept. 13, 1883 in Mexico. He worked for the Santa Fe Railway for 30 years before retiring.

He is survived by a nephew, Augustin L. Guerrero of Crystal City.

Funeral services were held from the Primera Iglesia Bautista on March 30, with Rev. Henry Carsola, pastor, officiating. Burial was in Benito Juarez Cemetery under direction of the Leonard Funeral Home.

FOR SALE-Potted tomato and pepper plants. 10% discount on fertilizer and plant food. Martin's Nursery.

CARD OF THANKS I wish to thank everyone for

gifts, flowers, cards, and visits while I was in the hospital. I thank Dr. Swann and the

hospital staff for their attention and kindness.

Lena Foster

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Noratadata Club Met Last Week

Mrs. Reynolds Foster was hostess to members of the Noratadata Club in her home Thursday evening of last week. She served a dinner plate.

Appearing on the program were Mrs. Alvie Cole and Mrs. Henry Bauer. After the business meeting bridge was played and high score was made by Mrs. Bill J. Cole, second high by Mrs. Charles Probandt and bingo by Mrs. Kirk Hopkins.

Present were Mrs. Dayton Barrett, Mrs. Bauer, Mrs. Bill Brooks, Mrs. Alvie Cole, Mrs. Joe Emery, Mrs. Forrest Foster, Mrs. Robert Foster, Mrs. Larry Glass, Mrs. Hopkins, Mrs. F. S. Price, Mrs. Probandt, Mrs. Martin Reed, Mrs. James Thompson, Mrs. F. F. Westbrook, Mrs. Hubert Williams, and Mrs. Danny Stewart.

GIFT TEA FOR MRS. CROWDER

Mrs. Bruce Crowder was honored with a lingerie shower Monday night in the home of Beverly Brooks. Pam McEntire and Beverly Brooks were hostesses. About 14 girls took part in the shower. Also present were Mrs. Bill Brooks, Mrs. E. F. McEntire, and Mrs. Dan

The Ross Fosters went to the San Antonio Hemis-Fair over the weekend.

Lee Hunt underwent an operation in St. John's Hospital in San Angelo Monday morning. His operation was for an abdominal obstruction.

Lonnie Horwood, youngest son of the Stan Horwoods, had his tonsils removed in a San Angelo hospital Monday morn-

Higher Earnings Possible Without Benefit Deductions

For older people and other beneficiaries who continue to work the recent changes in social security will enable them to make more money and still draw some or all of their social ecurity benefits.

The amount of money a person can earn in a year and still draw all his social security benefits has been raised. Beginning with 1968, a person who makes as much as \$1,680 can still collect all of his social security benefits. Even if he earns considerably more than that, he may still draw some benefits. The old law had set that limit at \$1,500, through

Here's how it now works. If you are working regularly and do not earn more than \$1,680 a In Sterling Butane Co. office year in wages, you will receive all of your social security benefits each month. If you are working regularly and make more than \$1,680 a year, \$1 will be withheld from your benefits for each \$2 you make over \$1,680 and up to 2,880. If you make more than 2,880, \$1 will be deducted from your benefits for each \$1 you make above

However regardless of your total earnings for the year you will receive your social security check for any month in whch you do not earn more than \$140 in wages and are not active in self-employment. This means that you could make any amount over \$1,680 a year, and still receive your checks for any month that you do not work, but with deductions against the months you do work. Remember, these new provisions apply to earnings in 1968. The old law applies to earnings and benefits in 1967.

As in the old law, there are no deductions taken from your social security benefits for any month after you reach 72, regardless of how much you earn | considerations, apply to people in the year.

ment test apply also to depend- 000 people across the country ents of people who are receiv- are expected to receive some ing disability benefits, but not \$175 million in additional beneto the disabled worker himself. fits during 1968, as a result of Special rules, including medical this change.

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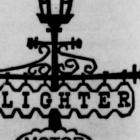
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