

# STERLING CITY NEWS-RECORD

Vol. 77 "Since 1890" PUBLISHED EVERY FRIDAY AT STERLING CITY, TEXAS JULY 19, 1968 No. 28



AROUND THE COUNTY



ARTHUR BARLEMANN, JR. COUNTY AGENT

Sterling County's third case of screwworms for 1968 was confirmed by the Mission Laboratory on July 11. Thus far, the three cases for the year have been widely scattered over the first eleven days of July. And each has been in a different type of livestock.

The first case was confirmed on July 1 on the old Lester Foster homeplace about three miles out on the San Angelo road. It was found in a cut on a horse's hoof. On July 3, the second case was confirmed when a sample sent in by Charley Davis was identified positive. This one, in the canyons in the northwest part of the county, was from a newborn calf. The third case was sent in by the John Dorn Willow Creek ranch about six miles out on the Colorado City road. It was taken from a sheep. Sterile fly drops were to be made in all three areas after the cases were investigated by S. B. Henderson of the Texas Animal Health Commission.

Eradication officials are finding that more of the samples being sent in are identified as screwworms. On Tuesday, July 16, forty of fifty-five samples were positive. The worms have made considerable progress in their northward movement also. As of the sixteenth, the farthest north case identified is in Callahan County. The 1968 tally for the state now stands at 964; this does not compare very favorably with the total of 872 in the nation for all of 1967.

Livestock owners are urged to hold off on any surgical operations until the current outbreak is brought under control. They are also urged to spray their herds to help check the infestations, and to doctor all wounded animals. Samples of all sizes of worms should be taken and sent in for identification. Mailing tubes and vials are available in the county agent's office, the Sterling Feed and Supply store, and the Martin Reed Feed and Wool Warehouse.

Time spent on eliminating hazards could be the most important undertaking on the farm and ranch this year since such accidents cost the nation almost \$2 billion each year. Because of the costliness of such accidents to the nation's agricultural producers, the week of July 21-27 has been designated as National Farm Safety Week by President Johnson.

Johnson said, in proclaiming the week-long observance, "When our nation was very young, a man wrested a living from the land as best he could. His tools were primitive, his productivity low. He was fortunate if he could feed his family and have a little left over to sell.

"Today the technological revolution has made the American farmer food supplier to the world. His produce feeds his family, his neighbors, his countrymen, and thousands abroad. Yet that same revolution has brought unforeseen dangers. Modern farming is a complex and highly skilled profession. It is also a hazardous one.

"Agriculture currently ranks third among our industries in the accidental death rate. Thousands are killed every year. More than 700,000 others are disabled. The cost to the Nation is almost \$2 billion. The cost in anguish is incal-

## Presbyterian Church

The Rev. David Marx, who is from Dilly, Tex., will preach at the First Presbyterian Church here at the 11 a.m. services Sunday, it was announced.

All members are urged to be present and any and all visitors are welcome, it was said.

Mrs. Ruby Potts, owner of the Vanity Beauty Shop here, will be gone on a week's vacation starting Thursday, July 25. Mrs. Betty Garrett will keep the shop and work for Ruby during that week.

Effective July 27, 1968, the post office department has ordered all post offices to close entirely or have only 2 hours for general delivery or call window on Saturdays. Postmaster W. R. Brooks plans to work out the hours he will be open on Saturday and announce it in next week's paper.

Mr. and Mrs. Oliver Worthy of Andrews visited the Lee Augustines here last Thursday and Friday. They attended the Swann appreciation affair on Thursday night.

Mrs. M. W. Smith has moved back to Sterling City from San Angelo.

Bill Swann left for Gulfport, Mississippi Sunday with a song in his heart for the wonderful tribute paid his Dad here Thursday evening of last week.

A small shower fell in the town early Sunday morning of this week. Two-tenths of an inch was recorded at the News-Record gauge.

Mrs. Mary A. Herridge of Port Arthur, mother of Mrs. Jack Douthit, is here visiting in the Douthit home.

## HOSPITAL NOTES

Patients in the Sterling County Hospital on Thursday morning of this week included—

- John Thompson
Mrs. James McEntire
John Reed
Bill Spraggins
Mrs. John Welch
Dismissals since Thursday of last week.
Manuel Lujan
A. L. Jackson
Mrs. Marie Cisneros
O. V. Anderson
Harvey Glass
Ira Bird

culable."

Everyone is urged to practice safety not only during the next week but every week of the year. Today's farmer and rancher use more machinery and equipment than ever before. These are all good tools but the human element is responsible for the safety in their use—the manufacturer builds in certain features to make them safe, but only the person using them can make this feature practical.

There are a number of accidents each year in Sterling County on the ranches and farms. Thus far, few, if any of the farm and ranch mishaps have been fatal but they have resulted in injuries, lost time, and expenditures for treatment.



## AS IT LOOKS FROM HERE

By Omar Burleson, Member of Congress, 17th District

WASHINGTON, D. C. — It seems our government, including all branches, believes that more money and more promises will cure the evils which we face.

The government has promised more, both to our own people and to the outside world, than it can deliver. A day of reckoning one way or the other is not far off.

This past week the Congress passed what is known as the "Housing and Urban Development Act of 1968" costing \$5 1/2 billion in this Fiscal Year. That, however, is not the whole story by any means.

The bill involves about 30 different subsidized programs and no one can give a satisfactory answer as to what it will finally cost in the years ahead. Estimates are fairly clear that 8 of the major provisions will cost between \$45 and \$50 billion during the next 10 years.

The bill includes a subsidy for rent payments, commonly known as rent supplement. It provides the difference between 20 percent of a home owner's income after deducting \$200 for each minor child and monthly mortgage payments. Market interest rates can be subsidized down to a minimum of 1 percent regardless of the going rates at the time.

Another example is insurance provided by the Federal Government to rebuild property destroyed by riots. Urban renewal with Federal grants and loans is provided but with this type of insurance any ghetto can be burned out and the renewal can be made under the insurance program.

In the debate on this measure the sponsors agreed that this is the answer to chaos occurring in many of our large cities but a few crumbs is provided for every nick and cranny of the entire country under some type of Federal program.

All this follows the law recently passed providing for a 10 percent surcharge tax increase, together with a \$6 billion reduction in the current budget, together with the cancellation of \$10 billion in commitments already made.

How all of this is to be accomplished, while committing the Government to these huge outlays of expenditures in the future, is wholly inconsistent.

Every public official, whether a Mayor of a Town or the President of the United States, knows from experience how difficult it is to curb the momentum of expanding Government activity and we know that this portends the continuation of the levels of taxation higher than any of us want to bear. When Federal monies are available, pressures for every program mount.

As the chairman of the Ways and Means Committee of the House of Representatives said last October "We want to pause in this head-long rush to ever bigger Government." In a statement Chairman Mills

## LIONS CLUB

Jaynell Cope, Lions Club pianist and sweetheart, reported on her week in Miami Florida, attending the Future Homemakers of America Convention when the club met for the regular weekly luncheon Wednesday A letter from former pianist and sweetheart, Rosanne Foster, was read. She had been in the big middle of the Lions International Convention in Dallas recently and wrote from there.

Members decided not to sell fruit cakes this year. President Tom Asbill read some committee appointments.

Guests included Bill Dorsey of Wichita Falls, Jack Asbill of Burleson, Bill Ramsey of San Angelo, and Robert Lively, Samuel Daniels, and Jeff Daniels.

## LITTLE LEAGUE GAMES

Last Saturday night, the Little League All-Stars of the Colorado River League, played the Bunyard Electric team of San Angelo at the Robert Lee park. It was a practice game, so to speak, and the locals won 2 to 1.

Dennis Cox was the winning pitcher and Mark Sullivan led in hitting with a triple. Sterling boys playing on the all-star team were Lee Wayne Igo, Tony Munoz, Kenneth Peel, Mark Sullivan and Jesse Lujan.

On Monday night of this week in playoff games, the Ballinger all-stars won over the Winters all-stars 2 to 0.

On Tuesday night the Colorado River League All-Stars lost the game to the Ballinger All-Stars 1-0. The Colorado River boys led in hits, etc. but lost the game, said Jack Peel, Astro manager.

Mr. and Mrs. Larry Miller went to New Orleans last week. They also visited an aunt, Mrs. Tena Josey in Morgan City and they spent one night in Galveston.

made at that time he said that "the real issue is whether or not the Congress will ever be able to focus properly on controlling the growth of Federal claims on the Nation's productivity capabilities over the years ahead. It is one thing to attempt to cope with immediate challenges but it is another to look at the long range results of committed spending."

The interest on the public debt now exceeds \$15 billion and the debt will continue to expand unless there is established firm control over the course of future expenditures. What is needed and what is essential is a change in spending programs to bring responsibility to our Fiscal affairs. We should focus sharply on what the Government is to do, as well as on how much it is to spend.

Any realistic appraisal of our nation's financial condition should make it crystal clear that Federal expenditures will increase with Federal activity. Expansion of Government activity may not in itself be improper. As natural changes occur, so must actions to meet it but we definitely should be sure that obligations to meet the demands of the future are what we want them to be and it is the proper mission of the Federal Government.

Many of us are allergic to the appointment of Commissions to do something we should be doing ourselves but it may take some outside group to bring reality to get it further away from political machinery.

## Over 400 at "Dr. Swann" Fete

### Behind the 8-Ball



By the editor.

About 150 persons from out of town were present at the Dr. Swann appreciation affair here last week. All were former patients or friends or both. They all expressed their happiness at such an affair being held for Doc. We appreciate their coming.

### 8-BALL

Not many (if any) towns as small as ours has a real good doctor. They are lucky if they have any — and none have as good a doctor as we do. We're lucky and know it. They (those from other places) know we're lucky and envy us.

Although our appreciation supper did let Dr. Swann know he was truly appreciated and highly thought of, he should know that the people think even higher of him than they could ever, ever express. They will tell it to one another, but just can't truly express their full appreciation to Dr. Swann and his family. It's just too great for most people to express.

### 8-BALL

I listened to the tape that was made of the program and think Dr. Lacey Smith of San Angelo made a good talk. Buford Parmer of Amarillo made nice tribute, and many, many more could have made wonderful tributes. All talks and tributes were appreciated by the committee. Everyone did a good job.

### 8-BALL

Any number of persons remarked how glad they were to see such an affair for Doc while he was still going strong. They thought it meant more to him and his relatives. Too often, those affairs are held when a doctor is 90 years old — or gone completely.

We didn't.

We're glad we didn't.

### 8-BALL

George and Martha Garner came up from Mason for the Swann deal. Said the wouldn't miss it for anything. They still like Sterling.

### 8-BALL

Bill Swann of Gulfport, Miss., spent last weekend here visiting his parents, Dr. and Mrs. W. J. Swann.

### 8-BALL

Mrs. Rachel Bengé says they are trying to sell the City Cafe because the station and butane business, plus the cafe, is too much for one family. If someone could take the cafe and operate it — they could have a good paying business here.

### 8-BALL

The Worth Durhams went to the National Wool Growers meeting in Ruidoso the first part of this week.

Visiting in the Finis Legg home last week were their children, the Bobby Leggs of Houston and Mrs. Connie Evans and baby of Breckenridge. On Sunday, the Bob Leggs went to Old Mexico to see a bull fight with the Larry Blackburns and the Larry Stewarts.

The Bob Dorseys of Wichita Falls visited Mrs. Dorsey's parents, the Jeff Davises, here this week.

Over 400 persons attended the "Dr. Swann Appreciation" supper and affair here Thursday of last week. The barbecue and testimonial gathering was held in the City Park at 7:30 p.m.

A number of out-of-town relatives and friends of the Swanns were present. Their son, Bill, of Gulfport, Miss. flew in for the affair, somewhat surprising the Swanns.

Out of town doctors who were present and made short speeches included Dr. H. M. Anderson, Dr. Lacey Smith and Dr. C. A. Lefevre of Angelo and Dr. John McDaniel of Robert Lee. B. B. Parmer of Amarillo, who once suffered a heart attack here and credits his life to Dr. Swann, spoke briefly. O. T. Jones, school supt., expressed his and the schools appreciation. Mrs. Marshal Blair (Patsy Martin) spoke as one who had been delivered by Dr. Swann, as well as her four children. People who had been delivered by Dr. Swann ranged from Billy Ralph Bynum down to the little daughter of Mr. and Mrs. Raymond T. Foster.

Chesley McDonald acted as master of ceremonies. Mayor Lee Reed read an official proclamation, proclaiming July 11, 1968 as Dr. Swann Appreciation Day in Sterling. Worth B. Durham, chairman of the local hospital board, was on the program, along with the three local ministers, Phil Robertson, Andy Daniels, and Marion Hays.

Donated money as a gift for Dr. Swann was presented by Mrs. M. C. Reed. The cashier's check for \$2,350 was given as a gift — to be used as he sees fit. A Bronze Plaque of Appreciation has been ordered and will be put up in the hospital here.

Mrs. Joe Emery, administrator of the local hospital, expressed the appreciation of the hospital and staff and the community's love and respect for Doctor Swann.

Andy Daniels, Baptist minister, tape recorded the entire program, so the proceedings may be listened to by Dr. Swann's mother, who lives in Alabama, and other relatives not present.

The whole community united in a loving and respectful appreciation to the Swanns — for Dr. Swann's medical care, his humanity, his competent knowledge, his civic mindedness, his devotion to his patients (both young and old) etc., etc., etc., all of which combined with his nice and understanding wife and son make Sterling a better place to live. The residents here are lucky to have a doctor of Swann's caliber serving them and they know it — and they wanted him to know it, too.

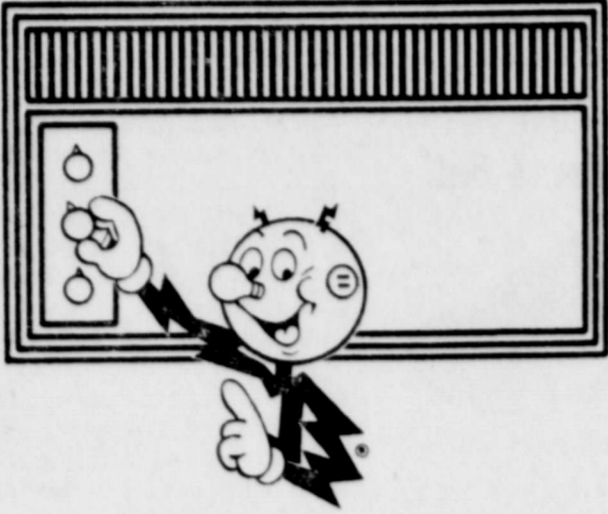
The sentiment of all is — Many more happy, useful, fruitful, years to Dr. Swann and his family.

Would you like a job with a future? The Texas Department of Public Safety affords qualified men this opportunity. See us today.

If you are 20 to 35 years of age and would like to make \$590 a month, see your nearest Texas Department of Public Safety office TODAY.

The Gloryland Quartet from Roswell, N. M. will appear in a singing at the First Baptist Church in Carlsbad at 8:00 Saturday night, July 20, it has been announced. Everyone is invited.

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### The Inflation Spiral and You

Newton's law of gravitation says in effect that "what goes up must come down." But very obviously the Newton theory was not formulated with the cost of living in mind.

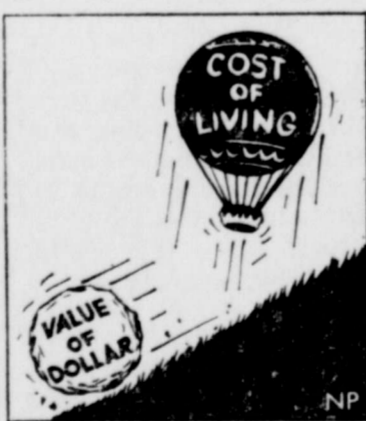
For many years now, living costs have been spiraling upward, buffeted by a seemingly endless round of wage and price increases. The result has been a long and steady decline in the purchasing power of the dollar—from a base of 100 in 1939 to approximately 45 cents today.

And if the dollar continues to lose value at the rate of 2 per cent a year, according to some authorities, it will take \$20,000 to buy a \$13,000 living standard in 1982.

There are ways, of course, to counteract this steady loss of purchasing power and mutual funds are one of them. An investment in mutual funds has been found to be especially effective in protecting one's dollar against such loss, for money so invested provides the opportunity to share in the growth and profits of American business and industry.

Historically, the long term course of the stock market has been up, temporary setbacks and periods of market stress notwithstanding. The fact is that while the cost of living has more than doubled since 1940, stock prices have managed to increase by some 600 per cent.

According to the Investment Company Institute, there are more than four million Americans with nearly \$45 billion invested in mutual fund shares. Basically, all mutual funds provide the means through



which people with similar investment goals can join together and pool their money in an effort to achieve these goals. Investing in mutual funds provides the shareholder a diversified investment program and continuous investment supervision.

The Institute also points out that investments in mutual funds should be looked upon as long term investment programs, practical and convenient for accumulating capital for such objectives as retirement, building an estate, or providing funds for the education of children.

### 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 deviations 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

POSTED—All land operated by me posted against trespassing and hunting.

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### 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 institution.

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

A.—He can be deferred in Class 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 occurs first.

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 individual basis.

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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CONSIGNEE  
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WHOLESALE

### For Social Security

Want to get that first social security on time?

"Everyone does, but not enough people do anything about it," says Ted F. Moellering, District Manager of the San Angelo Social Security Office.

According to Mr. Moellering, every person who files an application for social security benefits will be asked to present certain proofs. Most applicants will also be asked to give the exact amount of earnings for the past year and for the current year.

Most persons do not bother to find out ahead of time exactly what they will need. "George waits until the day he files an application," said Mr. Moellering. "Then he has to go back home and dig around for records, or write letters requesting the necessary documents, causing a delay in the processing of his claim."

A claim for social security benefits may be filed as early as three months before entitlement to benefits.

Mr. Moellering suggests that claimants get in touch with the social security office several months before this three month period to find out ahead of time what proofs and information will be needed.

"The satisfied applicant," continued Mr. Moellering, "is the one who does this, and consequently has all necessary proofs and information with him. The result—everything is completely taken care of during this one visit at the social security office, and he gets that first check right on time."

For further information, contact the Social Security Office at 3000 West Harris Ave. in Sa Angelo, Texas, or see the representative when he is in your area.

For sale—my home. 3 bedrooms, 2 baths, from 2 to 10 lots. Mrs. C. L. King. 378-4461.

### Miscellaneous Items for Sale

"LIFETIME GOODIES"  
Water filters—Hard Chrome well cylinders—Rust-proof well pipe, Wear-proof sucker rods—Lifetime Tank Coating for steel and concrete tanks—Perma-cups outlast well leathers 10 to 1—Tank floats and valves—Lifetime guaranteed light bulbs \$10.00 per dozen—110 volt A.C. portable light plants \$52.50.

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Sterling Volunteer Fire Department Wishes the Public to Know:  
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2 Short Blast—Meeting Night (every second and fourth Monday)  
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BE A Representative of Beauty Counselor Cosmetics. Attractive, profitable, dignified work. Put your spare time to good advantage.

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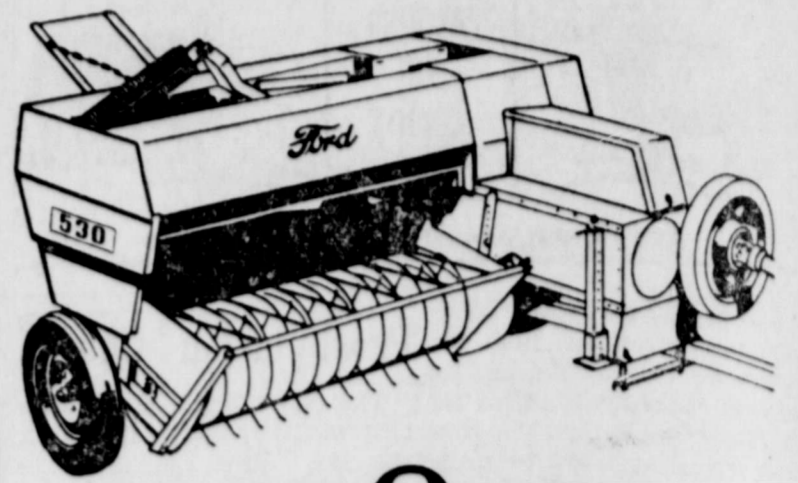
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Low Down Payment—Take delivery now. Make a minimum down payment and have your new Ford machines start making money for you right away. Our Big Trade 'N Save trade-in allowance could cover the down payment required.

Save Cash . . . Conserve Capital . . . Reduce Expense—Trade 'N Save allows you to purchase and take delivery of needed machines with minimum down payment now, provides a long finance-charge-free period and postpones repayment. This frees capital for more immediate needs, allows your new machines to start earning immediately, reduces maintenance and repair expense on old equipment, provides possible investment credit and tax savings on purchases made now. Ask us for full details.

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### Typewriter Paper for Sale at News-Record

### Charter No. 9813 Reserve District No. 11 REPORT OF CONDITION OF THE FIRST NATIONAL BANK

of Sterling City, in the State of Texas, at the Close of Business on June 29, 1968. Published in Response to Call Made by Comptroller of the Currency, under Section 5211, U. S. Revised Statutes.

ASSETS	
Cash, balances with other banks, and cash items in process of collection	659,776.52
United States Government obligations	951,275.00
Obligations of States and political subdivisions	919,983.55
Securities of Federal agencies and corporations	199,937.50
Other Securities	12,000.00
Federal funds sold and Securities purchased under agreements to resell	100,000.00
Loans and discounts	1,726,411.29
Bank premises, furniture and fixtures, and other assets representing bank premises	79,977.89
Other assets, including none direct lease financing	2,958.06
<b>TOTAL ASSETS</b>	<b>4,652,319.81</b>

LIABILITIES	
Demand deposits of individuals, partnerships and corporations	1,938,977.07
Time and savings deposits of individuals, partnerships and corporations	1,763,452.60
Deposits of United States Government	24,513.86
Deposits of States and political subdivisions	378,284.91
<b>TOTAL DEPOSITS</b>	<b>\$4,105,228.44</b>
(a) Total demand deposits	\$2,204,561.96
(b) Total time and savings deposits	\$1,900,666.48
Other liabilities, including none mortgages and other liens on bank premises and other real estate	93.75
<b>TOTAL LIABILITIES</b>	<b>4,105,322.19</b>

CAPITAL ACCOUNTS	
Common stock—total par value	200,000.00
No. shares authorized 2,000	
No. shares outstanding 2,000	
Surplus	200,000.00
Undivided profits	146,997.62
<b>TOTAL CAPITAL ACCOUNTS</b>	<b>546,997.62</b>
<b>Total Liabilities and Capital Accounts</b>	<b>4,652,319.81</b>

MEMORANDA	
Average of total deposits for the 15 calendar days ending with call date	4,069,487.81
Average of total loans for the 15 calendar days ending with call date	1,775,844.46

I, D. Kirk Hopkins, Executive Vice-President and Cashier of the above-named bank do hereby declare that this report of condition is true and correct to the best of my knowledge and belief.

D. KIRK HOPKINS

We, the undersigned directors attest the correctness of this report of condition and declare that it has been examined by us and to the best of our knowledge and belief is true and correct.

H. L. HILDEBRAND  
WORTH B. DURHAM  
CLYDE R. FOSTER (Directors)

**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

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

**At the Churches**

**FIRST BAPTIST CHURCH**  
Andy Daniels, Pastor

Sunday school — 9:45 a.m.  
Morning worship 11:00 a.m.  
Training Union — 6:00 p.m.  
Evening Worship — 7:00 p.m.  
Teachers Meeting 7:00 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.  
Night Worship — 7:00 p.m.  
Wednesday Mid-Week Service — 8:00 p.m.

**FIRST PRESBYTERIAN CHURCH**

Sunday school — 10:00 a.m.  
Morning worship 11:00 a.m.

**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.  
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24,513.86  
78,284.91  
8.44  
11.96  
16.48  
93.75  
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**Social Security**

Questions that pop up frequently at the San Angelo Social Security Office are: "Do social security benefits for children stop at age 18?" "Do student benefits continue during the summer vacation?"

Ted F. Moellering, District Manager said until 1965 a child's benefits were stopped at 18 unless the child was severely disabled.

Since 1965 benefits have been available to a child of a retired, disabled, or deceased worker who is a full-time, unmarried student between the ages of 18 and 22. Mr. Moellering added that this not only applies to high school and college students, but also to those attending approved vocational or trade schools. Examples are barber schools and schools of nursing.

Student benefits continue during the summer vacation if the student meets two additional requirements. The period of non-attendance must not be more than four calendar months, and the student must intend to be a full-time student immediately following this period.

When a child who is receiving benefits reaches age 17½ a notice is sent to the adult who receives the benefits for the child. The notice tells the adult to contact the social security office immediately if the child will be a full-time student at age 18.

Failure to contact the office will cause his checks to stop the month before the child is 18.

Student benefits are terminated when a student marries, dies, is no longer a full-time student or becomes 22.

For further information contact the Social Security Office at 3000 West Harris Avenue in San Angelo, Texas, or see our representative when he is in your area

**INCOME—SPARE TIME**

No selling. Refill and collect money from NEW TYPE coin operated dispensers in this area. To qualify must car, references, \$600 to \$1900 cash. Ten hours weekly can net excellent income. More time can result in more money. For personal interview write Advance, Box 176, Elmwood Park, Illinois. Include phone number.



Should he pray for things in sight?

or for the light that will, in turn, give him all he needs: to learn, to have and to be...

\* Help your child learn that "the effectual fervent prayer of a righteous man availeth much" (Jas. 5:16).

He is welcome at the

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IN 3 DAYS if not pleased with strong T-4-L liquid, your 48c back at any drug store. Watch infected skin slough off. Watch healthy skin replace it. No more itch and burning! Use antiseptic, soothing T-4-L FOOT POWDER too—fine for sweaty feet, foot odor; stays active in the skin for hours. NOW at ALL DRUG STORES.

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Reliable person from this area to service and collect from automatic dispensers. No experience needed... we establish accounts for you. Car, references and \$985.00 to \$1735.00 cash capital necessary. 4 to 12 hours weekly nets excellent monthly income. Full time more. For local interview, write Eagle Industries, 4725 Excelsior Blvd., St. Louis Park, Minnesota 55416.

**SACRIFICE equity in beautiful spinet piano in this area, to responsible party. Small monthly payments may be assumed. Write Mr. J. Hall, Box 3192, Lubbock, Texas**

**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.

**WANTED—MAN OR WOMAN SPARE TIME**

To refill and collect money from machines dispensing Hi-Grade Candy, Gum and Sport Cards in this area. Supplement your income. Easy to do. \$475.00 cash required for inventory. Include phone number. Write P. O. Box 853, San Angelo, Texas.

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MEN WANTED to meet the growing need for CLAIM ADJUSTORS. Earn \$450 to \$1,000 a month.

We train you at home in your spare time for a job that can pay you a big income, provide your car, pay your expenses and give you lifetime security. Opportunities in the field of investigating auto accident claims for insurance companies or from your own office are wide open for men who want extra income or a full time, fascinating career. Nationwide placement assistance given. Write today to: **Nationwide Claims Adjustors Training Division**  
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**Thanks**

TO

All our many friends for making "Doctor Swann Day" possible.

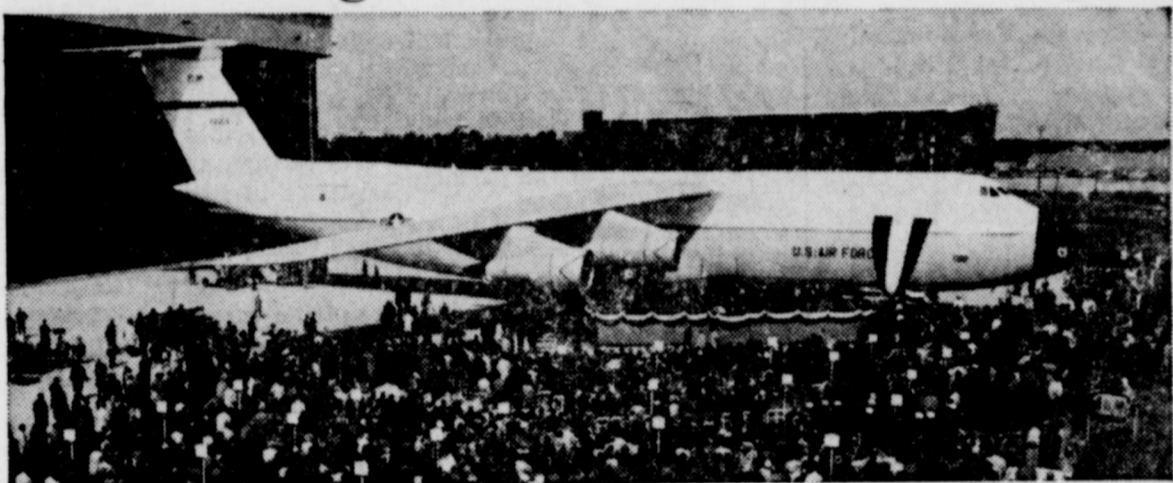
You are the greatest people on earth.

We are grateful for everything and love each and everyone of you.

May God bless you.

DR. SWANN, OPAL AND BILL

**World's Largest Plane to Take Test Flights**



CANTON, OHIO — The U. S. Air Force C-5 Galaxy recently unveiled by the Lockheed-Georgia Company is scheduled for test flights in June of this year. Gross weight of the Galaxy is 728,000 pounds. By using 28 Timken tapered roller bearing-equipped landing wheels under safe low tire pressure, this massive plane can utilize airfields classified for medium to heavy loads without causing any critical runway deterioration. Almost 85 yards long, it has a wing span of 223 feet and towers 65 feet into the air. Carrying a maximum payload, the C-5 Galaxy can cover 2,500 nautical miles in less than 6 hours.

**Sterling City News-Record**

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CARD OF THANKS

We would like to express our appreciation to all our friends in the community for your many acts of kindness during the recent illness and passing of our loved one—cards, calls, words of sympathy, food, flowers, memorials, and all acts of kindness. May God bless you. Thank you.

Mrs. Bill Reed  
The Chesley McDonald Family

CARD OF THANKS

Our gratitude is beyond measure for the kindness and comfort so generously given during our recent sorrow. For many expressions of regard for our loved ones, and gentle sympathy for those of us closest to them will always be remembered.

The family of Gene and Pauline Carr

Dunn Family Reunion

The children and relatives of the late Mr. and Mrs. Charley Dunn held a family reunion at the Fowler McEntire ranch Sunday, July 14.

The Dunn children attending were:

Denver Dunn of Big Spring, Winnie Bright of Pyote, Dale King of Mercury, C.J. Dunn of Sterling City, and five in-laws; and grandchildren, Eugene, Johnny, Jaynell, Carolyn, Darla Kay, Betty, Bobby, Barbara and Beverly; and great-grandchildren—22; and Garrett cousins: Edna Foster, Pug Garrett and Darrell Garrett; along with families and other friends.

SPARE TIME INCOME

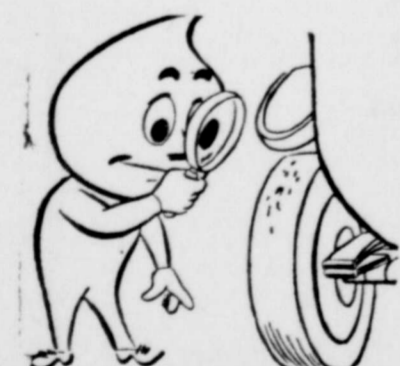
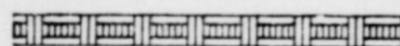
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Include phone number.

SPARE TIME INCOME

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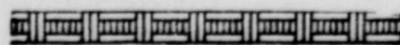
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NEW LEGISLATION TO HELP STERLING COUNTY FAMILIES OBTAIN HOUSING

The U. S. Department 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 law, according to Patrick F. Sullivan, Farmers Home Administration county supervisor.

Sullivan said the Demonstration Cities and Metropolitan Development Act, signed last month by President Johnson, makes it possible for a broader range of Sterling County families to qualify for housing loan authorities of the Farmers Home Administration.

The new legislation Sullivan continued, makes more mortgage credit available to low and moderate income families in Sterling County by increasing the level of activity of the Agency's rural housing loan program.

Here are some of the other changes in the rural housing loan program administered by the Farmers Home Administration:

—Many Sterling County who had to go the long route of planning, contracting and building a house can now buy newly constructed buildings. Before the new legislation, these families could only purchase previously occupied buildings.

—Qualified low-income families can now obtain housing credit from Farmers Home Administration on the basis of a cosigner. Previously, only those rural persons 62 years and older qualified for this assistance.

—The new legislation increases from \$1,000 to \$1,500 the maximum amount of assistance the agency can make for emergency repairs or improvements to owner-occupied rural housing or farm service buildings. This credit is not designed to upgrade a building but only to remove hazards to the health and the safety of the family and the community.

—Rural families on the verge of losing their homes through foreclosure may save their homes if a sound basis can be developed by the Farmers Home Administration to refinance their debts.

—Financial assistance can be given to construct rental housing for low and moderate income rural families of all age groups. Previously, rental housing financed by FHA had to be occupied by rural people 62 years and older.

Loans by the Farmers Home Administration are made to Sterling County applicants who are unable to obtain credit they need from private lenders at reasonable rates and terms.

Unclaimed Lay-away

1968 Zig Zag sewing machine. 10-year guarantee. Makes buttonholes, sews on buttons, blind hems, applique, overcasts, etc. All with-out attachments. Total balance of \$48 or small monthly notes. For free home trial call collect Big Spring 263-4117.

CHANGES IN SOCIAL SECURITY LAW

One of the recent changes in the social security law will benefit many young families, according to Ted F. Moellering, of the San Angelo social security office. Benefits are now available to some workers, disabled before they reach age 31, who could not have been eligible under the old law.

“Under the old law,” Mr. Moellering said, “a worker needed social security credits for at least 5 out of the 10 years before he became disabled unless he became disabled before 31 because of blindness. But a young worker might not have a chance to work enough to meet this requirement.”

“Now, if he becomes disabled between 24 and 31, he needs to have worked under social security for only half the time between age 21 and the time he became disabled. Also, if he is disabled before he is 24, he will need only 1 1/2 years of work in the 3-year period ending when disability begins.”

Mr. Moellering urges all workers who became disabled before 31, regardless of their age now, to get in touch with the local social security office soon, even if they have had a previous claim turned down because they had not worked enough. The new law may help them and their families. If they have young children, monthly benefits may be available to the wife and youngsters as well as to the disabled worker.

For further information and assistance in filing applications contact the social security office at 3000 West Harris Avenue in San Angelo, Texas. The telephone number is 949-4608. Or, if you prefer, contact our representative when he is in your area.

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 security 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 1967.

Here's how it now works. If you are working regularly and do not earn more than \$1,680 a 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 that amount.

However regardless of your total earnings for the year you will receive your social security check for any month in which 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 in the year.

The Texas Department of Public Safety is offering immediate career employment to qualified young men. Contact your nearest DPS office or patrolman for more information.

Breakfast Browsing

By Betty Barclay

CEREAL packages have taken on a new look. The backs of many Post Cereal packages are a miniature recipe file containing wonderful new recipe ideas for use and serve cereal.



Did you know that bran and prune flakes are delicious served with sour cream or yogurt? All you do is stir enough milk into sour cream or yogurt until it's the right consistency, pour the mixture over the cereal and sprinkle brown sugar on top.

Another flavorful way to use bran and prune flakes is with sweet potatoes. This casserole would be the perfect accompaniment to roast pork or ham.

Sweet Potato Casserole

One 1-lb. 2-oz. can sweet potatoes; one 8 1/2-oz. can crushed pineapple; 3 tablespoons butter, melted; 1 slightly beaten egg; 2 tablespoons brown sugar; 1/2 teaspoon salt; 1 1/2 cups bran and prune flakes.

Drain and mash potatoes. Blend in pineapple, 2 tablespoons butter, egg, sugar, and salt. Gently stir in 1/2 cup cereal. Bake in a 1-quart casserole at 350° about 20 minutes. Mix remaining butter and cereal; sprinkle over top of casserole. Makes 4 servings.

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Typing Paper For Sale at News-Record

SMOOTH SELLING

by George N. Kahn, Marketing Consultant

PROSPECT OR PERISH

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

Too many salesmen regard a territory as a lifetime sinecure 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 prospecting. 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?
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. 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 prospects and evaluate them on a checkpoint basis. This will save you needless running around on what could be a wild goose chase.

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 experience 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—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:

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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 NF, Empire State Building, New York, N. Y. 10001. Article titles are:

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

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 minnows 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 account.

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 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 hot.

There's a defeatist aspect in the avoidance of the big account. The salesman gives up the battle before even trying to win.

Don't let the size of the prospect deter you. No matter how big they are somebody is buying and he has a "hot button." If you're not pressing it, your competitor is. Today's leading producers were never scared of tackling the major prospects.

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
14. Buying Committees Are Here To Stay

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 buyer'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 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 pride.

If you can begin an interview by telling the prospect 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.

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:

1. Are the prospects you call on truly good prospects? Yes  No
2. Do they really need your product or service? Yes  No
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 manager, 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 interview with a cold prospect? Yes  No
8. Do you 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

15. The Automated Salesman
16. Samples Can't Talk
17. The Unexpected Letter
18. Prospect or Perish
19. How To Dialogue 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 Ride Buyer

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