

## POINTERS

FOR THOSE WHO MEET THE PUBLIC

By DR. FRANK CRANE

Listen! all ye who handle the puns and I will tell you something to your advantage.

I mean you telephone girls, street car conductors, waiters at tables, lunch counter attendants, railway ticket agents and brakemen, tellers in banks, and clerks in department stores, and anybody else whose business it is to deal with the members of the common crowd.

I will take my text from the words of Miss Minnie Warner, the highest paid switchboard operator of the Chicago Telephone Company, as reported in the newspapers. She said:

"Don't be mechanical. Make every man on the wire believe that your softest tones are for him alone." Furthermore, she said:

"Don't be indifferent. Make every kisser believe you are broken-hearted because the line is busy."

I take my hat off to Miss Warner, and if my wife will let me I would like to send her a bunch of flowers.

It is a great temptation for the busy clerk to drop into machinelike ways. It does not require so much vitality. But it is a mistake.

Do you know that your greatest asset is being human?

Do you realize that it is the human clerk that is in demand, that attracts customers, that stands the best chance for promotion?

I know a ticket agent in Worcester, Mass. His name is Jim Healy. I consider him the best agent in the United States. Because you can't get him out of humor. I used to go into his office and pretend to want to buy a railway ticket just to get under his delightful influence.

One day a wealthy and rude old lady, as some ladies are most likely to be cranky when they get old and insolent when they are of the first families in town, came into Healy's office. He was busy at his desk. A pile of letters was stacked up at his right hand. He was behind in his correspondence, in which state of things you or I would be irritable.

The old lady drew up a chair, sat down by him and with one sweep of her hand scattered all his letters over the floor.

"Now," she said, "you attend to me!"

Healy turned around, laid down his pen, shook hands with his visitor, and said, smiling:

"Now, do you know, Mrs. Jones, you've taken a load off my mind? I was just wishing I could get rid somehow of these pesky letters. Please tell me what I can do for you."

He sold that woman over seven hundred dollars' worth of steamship tickets.

Be human! Take it from me, it's money in your pocket; besides, you'll think more of yourself.—Dr. Frank Crane.

—Merry Christmas.—

## SEALS ARE ON SALE

Red Cross Stamps Proceeds Used in Tuberculosis Fight.

Dr. U. C. Coe, who is a director of the Northwest Association for the Prevention of Tuberculosis, has been named as the agent for Bend to see to the sale of the Red Cross seals which are used during the holiday season on letters and gift packages.

The proceeds from the sale of the



The 1915 Seal.

seals are used by the associations in various ways to assist in the fight against tuberculosis and many thousands of dollars are received yearly from this source. All the association officers are unpaid. In Bend the stamps are on sale at both drug stores and the post office. In addition school children are selling them.

—Merry Christmas.—

We have in stock 1,600 copies of Century Edition 10 cents per copy. Day Music Company—Adv.

—Merry Christmas.—

Clean up and paint up. See Edwards.—Adv.

—Merry Christmas.—

Our Jitney Offer—This and 5c. Don't miss this. Cut out this slip, enclose with five cents to Foley & Co., Chicago, Ill., writing your name and address clearly. You will receive in return a trial package containing Foley's Honey and Tar Compound, for coughs, colds and croup, Foley Kidney Pills and Foley Cathartic Tablets. Sold everywhere.—Adv.

—Merry Christmas.—

Smith and Barnes, \$6.00 player now \$5.25. Day Music Company—adv.

—Merry Christmas.—

Buy your groceries at McClincy's.—Adv.

## Poisoning Rabbits to Be General in County

Communities Organizing For Definite Fight Against The Pest.

By County Agriculturist A. E. Lovett

The county agriculturist and Dr. R. A. Ward, of the U. S. Biological Survey have been busy during the past three weeks holding meetings discussing and demonstrating the mixture and use of poisons for jack rabbits and assisting in the organization of communities throughout the county. There has been great interest shown by the people of the county in eradicating this farm crop pest. In nearly every instance where meetings have been held an organization of the communities has been affected. On December 14th there had been organized in the county six new community organizations and four of the communities already organized have elected their poison mixer for organized work against the jack rabbit. Five other meetings have been held and the communities have expressed a desire to organize for this work. The organizations usually called Improvement Clubs or Rabbit Associations, which are at present taking an active fight against the rabbits are as follows: Tumalo, Tetherow, Butte, Pleasant Ridge, Lower Bridge, Millikan, Hemstad, Brothers, Hampton and Cougar Butte.

Mr. Ward found it necessary to visit Lake county and start work in

that section during the past week but will return to Crook county about December 23 and the work will be continued in all parts of the county where the communities are interested in eradicating the rabbit pest. These communities desiring meetings or assistance should notify the County Agriculturist at once and arrangements will be made for a meeting as early as possible thereafter.

Crook county has taken advantage of the law passed by the last State Legislature providing for an appropriation of \$250 from the State Treasury. This makes \$500 available for the purchase of strychnine for use in Crook county and as soon as this poison is purchased it will be distributed among organized communities for use in poisoning rabbits. Field experiments or demonstrations with the poisoned oats mixture have proven this a very effective poison for the rabbits in this section. One and one half quarts of this poison mixture was placed about a stack near Terrebonne and 21 rabbits were found killed from same. At Paulina two quarts were placed about a stack and 45 rabbits were picked up the following morning. Other experiments with the poison will be carried out for determining the value of the different mixtures under Central Oregon conditions and any discoveries and advice for use will be given to the community organizations. If your community has not already organized it will pay you to get busy at once. If your community has an organization a meeting and demonstration in mixing the poison will gladly be given if you desire.

## Cleaning and Pressing

SATISFACTION GUARANTEED.

NORVAL L. SPRINGER

Up Stairs—Beas Building  
Call for and Deliver All  
Work. Orders taken by  
"Sonny" the Messenger Boy

BUY YOUR

## Groceries

AT THE NEW MEAT  
MARKET.  
FREE DELIVERY

Gilbert &amp; Son

DR. RILEY  
VETERINARY

Is located at The Pioneer  
Barn, Bend, and will care  
for your Horses and Cattle  
at your call, or

Phone 221

Also sells  
BEST RHEUMATIC REMEDY  
ON MARKET

Varney & Gates  
Dray Co.

DRY JUNIPER AND  
PINE BODY  
WOOD  
FOR SALE.

OFFICE IN McCANN'S  
SIGN SHOP  
Phone Red 1491

Don't ask for  
crackers, say—  
Snowflake Sodas

Look for the bright  
red package and in-  
sist on getting it.

at all dealers

PACIFIC COAST  
BISCUIT COMPANY  
PORTLAND  
OREGON



## O. A. C.

FARMERS' AND HOME-MAKERS' WEEK  
and RURAL LIFE CONFERENCES  
January 3 to 8, 1916

Live Information, Practical Help for the Home  
The Farm, the Community.

Conventions of Oregon's Greatest Industries  
Conference on Oregon's Most Vital Problems

LECTURES—DEMONSTRATIONS—  
EXHIBITIONS—ENTERTAINMENTS

Two thousand people attended last year. It is a  
great place to make friends—with live  
thinkers and live thoughts good  
work, and good work.

WINTER SHORT COURSE  
January 10 to February 4, 1916

A Practical Agricultural Course in a Nut Shell.  
Applied Science in Actual Work of  
the Farm and Household.

Courses in FRUIT RAISING, FARM CROPS,  
MILK, STOCK RAISING, DAIRY WORK,  
POULTRY RAISING, GARDENING, COOK-  
ING, SEWING, HOUSEHOLD ARTS, HOME  
MANAGEMENT, BUSINESS METHODS, ROAD  
BUILDING, FARM ENGINEERING, RURAL  
ORGANIZATIONS, MARKETING.

Correspondence Courses Without Tuition.  
Expert Instruction in Music.  
Reduced railroad rates.

For program write to The College Exchange, Oregon  
Agricultural College, Corvallis. (15-121 to 1-1)

## When a Man

## Buys Christmas Gifts

He has little time or inclination to "shop."

HIS DESIRE IS:

TO BUY Quickly.

TO SELECT His gifts from an assortment, suffi-  
ciently large which will not necessitate his taking  
some thing in place of the thing he wants.

TO FEEL Confident that he is securing something  
correct in style and of unquestionable quality.

TO KNOW That he is paying a reasonable price.

## A. L. FRENCH'S

is Essentially a STORE FOR MEN

Although it is the 11th HOUR OF CHRISTMAS SHOP-  
PING we can supply you with the largest assortment of  
gifts for men and boys. DROP IN TONIGHT after your  
working hours. Don't forget that the time until Christ-  
mas is now short.

## A. L. FRENCH

MEN'S FURNISHINGS

## ALL THE MUSIC IN THE WORLD

WITH THE

## Columbia Disc Graphophone and Grafonola

DELIVERED TO YOU ON EASY TERMS

\$15.00 to \$225.00

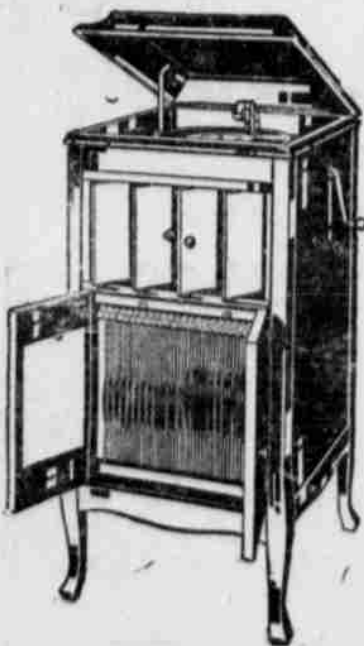


## "LEADER"

With Columbia  
Individual Record  
Ejector  
\$85

Mahogany, Satin  
Walnut, or  
Quartered Oak.

(Golden, Fumed, or  
Early English)



## "The Jewel"

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Complete in every detail.  
Selected Quartered Oak.

YOU are invited at any  
time to come in and listen  
to the latest Columbia Records.  
We can get you any selection  
on short notice.



## THE OWL PHARMACY

SOLE AGENTS

If you want Genuine Prices on Genuine

HIGH GRADE  
FURNITURE

Stoves, Rugs, Carpets, Beds,  
Springs, Mattresses, you can  
obtain them from us.

From our carefully selected  
assortment you can furnish  
your home to suit your taste  
and do it economically

E. F. Logan Furniture Company

LAWRENCE BUILDING

Wall Street Near Ohio Street.

Don't Send Out of Bend for that

## Christmas Gift

Look over our stock of high  
grade jewelry. If you do not  
find what you want we will  
gladly send for a memorandum  
package for you to select goods  
not carried in stock will be  
priced much lower than you  
will be able to get them else-  
where.

## MYRON H. SYMONS

THE BOND STREET JEWELER

Watch Inspector for S. P. & S.,  
Oregon Trunk Division.

This Space  
is Reserved

for the Elson Art Exhibit that will  
be held by the Public Schools of  
Bend, Jan. 26, 27, 28 and 29,  
afternoon and evening. Ev-  
erybody will be invited  
to this exhibit which  
will be high grade  
in every respect.  
More details  
given later



## Christmas Suggestion

SEND

## THE BEND BULLETIN

To Friends and Relatives.

## A Year Around Gift

Only \$1.50 the Year