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THE EVENING HERALD

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KLAMATH FALLS, SATURDAY, MARCH 13, 1909.

BUSINESS MANNERS.

Orison Swett Marden, in Success Magazine, asks and answers two very pertinent questions:

Why is it that many of the cashiers, bookkeepers, bank tellers, corporation clerks, and people who serve the public through glass windows or across counters, are so pert and unobliging? Why is it necessary to make a customer feel that he is a nuisance?

Public officials, clerks, and attendants in our public buildings and municipal offices are proverbially curt, short, and snappy. Though you are paying them through your taxes for their services, they make you feel that they are doing you a great favor by giving you what belongs to you and by doing what you are paying them for doing.

How quickly you notice the atmosphere of a business house—a great department store, for example. There is as much difference between the feeling you have in walking through two great establishments as that you experience in talking with the different heads of these houses. In one, refinement, courteousness, consideration for others, a feeling of good will, permeates the very atmosphere. You have a feeling that every employee in the place would be glad to serve you if he could, and is anxious to please, whether you buy or not. There is evidence that the employer thinks a great deal of the character as well as the ability of his clerks, and that manners and deportment are never left out of consideration in their selection. In another house, only a few blocks away, you are ill at ease. Carelessness, indifference, and chilliness pervade the place. You do not feel at home. There is a lack of harmony, a sense of antagonism in the atmosphere. The employees make you feel that they are doing you a favor in letting you see the goods, or giving you the op-

portunity to purchase them with your money.

The man who thinks he is going to make a fortune without considering the man at the other end of the bargain is very short-sighted. In the long run the customer's best good is the seller's best good also; and, other things equal, the man succeeds best who satisfies his customers best and whose customers not only come back, but always bring others with them.

POPULATION OF PEKING.

United States Minister William W. Rockhill forwards detailed statistics showing the census of the population of Peking made during 1908 by the Imperial Chinese home office (Min-Cheng-Pu) after the new division of the city into 23 police districts. Mr. Rockhill summarizes the returns: The census was made by "families" and these in turn were divided into "principal families" and "additional tenants" and "sub-tenants." The total number of families in the inner or Tartar city is given as 79,009, and in the outer or Chinese city as 46,999, making a total of 125,008 families.

Recent Japanese official works give the number of people per household in the urban districts of Japan as about 4.99. An unofficial census made in 1907 of the city of Swatow in Kwang-tung province works out 5.4 per household and the unofficial census of 1881 of Wen-chou in Chekiang province. About 5.5 may be taken provisionally as a fair approximate average. This would make the present population of Peking exclusive of the suburbs (but they are unimportant), 693,044 persons.

The Aeronaut Society of Great Britain has acquired a tract of ground half a mile square, which will be completely fitted up for experimental work with airships.

OUT OF THE GINGER JAR.

It doesn't pay to bully-rag a bull. A thin purse makes a person feel flat.

Common sense always brings fancy prices.

There are some folks too cowardly to lick a postage stamp.

The jelly gets in a tremble without being the least bit scared.

He who pursues two rabbits will succeed in catching neither.

Men who spend all they make often don't make all they spend.

"I'm down in the mouth," said the pancake, as Johnny took a big bite.

The horse is the most contrary creature alive. He says neigh to everything.

Adam had a right to think his wife the prettiest woman in the world.

The foolish man can ask twice as many questions as the wise one can answer.

There are some folks so liberal that every time they speak they give themselves away.

Another fact to take note of—a horse will pull with all his might but never with his mane.

The last thing a woman does before leaving a house is to gaze into a mirror to reflect.

Odd as it may seem, three tongues are required in hitching a span of horses to a wagon.

Johnny looking at the specks on the potatoes asked: "Mama, are those specks for the potatoes' eyes?"

Eight drams make an ounce, but often half that number will make a man a foolish and disreputable spectacle.

Many a man has paid a lawyer \$5 and \$10 for poorer advice than his wife would willingly give him for nothing.

Talk about woman's vanity! Note how few the number of men who can pass a mirror set up in any public place without a smirk and a curling of the moustache and an adjustment of the necktie.

—From March Farm Journal.

The hand that was severed from the wrist of Charles Miller, at a paper factory in Kalamazoo, Mich., recently, has been successfully rejoined to his arm, and it is said that the young man will shortly be discharged from the hospital with the prospect of regaining full use of his hand.

An engagement by the National City Bank Tuesday at the assay office for export to London of \$1,400,000 gold, marked the first actual transaction looking toward a movement of gold Europe-wards, which has been forecasted by the recent rise in sterling exchange.

An African Night.

There is nothing as black as an African night, and I think that it is because the earth, being a deep red, offers no reflection to the faint starlight such as we get in other lands. Instead it swallows up what slight glow there may be and gives to the darkness a dense, velvety quality not to be found anywhere else. Overhead the stars glare more brilliantly than in northern latitudes, but they seem to cast no light, and the night is palpable, suffocating, appalling and filled with a nameless horror which is quite indescribable.—"African Highways"

Your Wife's Waist.

Don't kick because you have to button your wife's waist. Be glad your wife has a waist and doubly glad you have a wife to button a waist for. Some men's wives have no waists to button. Some men's wives' waists have no buttons on to button. Some men's wives who have waists with buttons on to button don't care a continental whether they are buttoned or not. Some men don't have any wives with waists with buttons on to button any more than a rabbit—Lyon (Ill.) Journal.

The Piper's Regret.

A Scottish piper was passing through a deep forest. In the evening he sat down to take his supper. He had hardly begun when a number of hungry wolves, prowling about for food, collected round him. In self defense the poor man began to throw pieces of his victuals to them, which they greedily devoured. When he had disposed of all in a fit of despair he took his pipes and began to play. The unusual sound terrified the wolves, which one and all took to their heels and scampered off in every direction, on observing which, Sandy quietly remarked, "Och, an' I'd kenned ye lik'd the pipes an' weel I'd gien ye a spring afore supper!"—"Reminiscences of Dean Ramsay"

Bismarck's Replies.

After Emperor William I had returned Bismarck's resignation with the word "Never" written boldly across it Bismarck spoke again of his falling strength to the emperor. "I am much older than you," said William, "and am still strong enough to ride." "Yes, your majesty," said Bismarck, "the rider usually outlasts the horse."

After the peace of 1871 Bismarck went to Frankfurt-on-the-Main. When he entered the hotel where he had often been a guest, the head porter said, "I hardly knew your highness in civilian's clothes." "You are just like the French people," answered Bismarck; "they never knew us until we put our uniforms on."

Not in His Line.

"They tell me," said the new reporter, who was doing an interview, "that you have succeeded in forging your way to the front." "Sir," replied the self-made man coldly, "you have been misinformed. I'm no forger."—London Globe

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