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KLAMATH FALLS, THURSDAY, NOVEMBER 18, 1909.

BLAMES THE PORTLAND MEN

(Continued from Page 1.)

making traffic arrangements that will admit of shipping goods to that part of the state with as much ease and dispatch as is found now in shipping Portland goods to the Coos Bay country by steamer.

Portland More Convenient

That the trade of that section of Oregon and even a portion of the Northern California trade, acn be diverted to Portland has been proved in the past. A large manufacturing concern in an Eastern city, with sales houses in all the larger cities of the West—of the entire country—has one of those houses in Portland and another in San Francisco. This house, the Portland branch, has a traveling man making the northern portion of California regularly and getting the trade of the northern counties in the Golden state. With this house there is no sentiment in the matter. Portland and San Francisco look alike to the magnates controlling the destiny of the firm, and the trade is handled from the branch most conveniently located. Why, then, does the Portland branch handle the Northern California trade when San Francisco secures nearly all the other trade in the same territory? This Portland traveler makes his territory regularly and enjoys a lucrative business. The merchants handling his line at retail in that section of California look forward to his coming as much as they look forward to the coming of the San Francisco salesmen in other lines, and give him as good a business as they do those from the southern city. Another Portland concern, a grocers' specialty house, has a lucrative business in Northern California, as it has in Montana in the territory that is more directly tributary to Spokane and other jobbing towns than to Portland, yet the travelers of the house have invaded the territory, under difficulties and at large expense at first, it is true—but they have made it pay by sticking to the job. The result is their business has been established on a sound footing in this territory, and the stream of dollars in payment for goods so shipped from Portland is one that gives satisfaction not only to the salesmen who pioneered the trade, but to the managers who had the foresight to send their men in there and kept them hammering at the retailers against competition of jobbers of other cities who claimed that particular trade as their private heritage.

Quitting Too Soon

Some other Portland houses have made the attempt to invade the Northern California and Klamath county field and have given it up because it has not paid. Pioneering does not always pay from the start. It costs money for a time, and the balance will not always be on the right side of the ledger in the early stages of the work of pioneering. That is true in all lines of endeavor. But with the solidity of Portland jobbing houses, with ample capital to back up any effort to secure new business that all Portland jobbing houses possess, this field can be developed into profitable business.

There are rich sections in Northern California which the traveler going through that part of the state by rail does not see. Scott valley, to the west of Montague, and reached from the old mining town of Yreka by stage, is a gem set in the mountains, and here a thriving trade is enjoyed by large business concerns. How many Portland jobbers have ever tried to secure even a small part of that trade? The woods around Mt. Shasta, where some of the largest lumbering concerns on the continent employ thousands of men and use trainloads of merchandise in supplying their employes—how many Portland concerns have ever seriously tried to secure a portion of the trade going into those woods? The Klamath country, by way of the new railroad leaving the main line of the Southern Pacific at Weed, is easily accessible and efforts have been made to secure a part of the business of that section for Portland, but traffic arrangements are not satisfactory. How long will traffic arrangements remain unsatisfactory if a determined effort is once made to secure the business of that empire for Portland? If Portland jobbers will go after that business and secure it, so that, instead of small shipments, carload lots can be sent in, traffic arrangements will be forthcoming that will be satisfactory, especially since the indications are good for a north and south line from the Columbia river into that country, to be completed before long. The promise of early competition from the Oregon Trunk will be a factor in securing traffic arrangements on the line already into the Klamath country if traffic in sufficient amount can be offered to make this worth while, and this can only be done by the expenditure of money in going after trade that will make this possible. But one or two trips of a traveling salesman into a new territory, already thoroughly covered by competitors, will not be a paying venture. The salesman must keep on going and not be discouraged if the balance at the start is on the wrong side of the ledger. The people of Northern California and the Klamath country are friendly to the Oregon metropolis, and if they are assured of prompt and even-handed treatment, their trade can be diverted to Portland in time.

Another thing in favor of Portland's trade-getting in the territory under discussion is the personnel of the salesmen. Portland has as fine a class of traveling salesmen as any city in the world. As a class they are gentlemen in the highest sense of the word, and compare more than favorably with those met in Northern California representing San Francisco. The Portland traveling man, wherever he goes and meets in competition the salesmen from other sections, has nothing to fear in the comparison, and merchants everywhere regard the men representing Portland houses as welcome visitors.—Portland Telegram.

Auburn, Cal.—The trial of Alma Bell for the murder of Joseph Armes, her lover, last June, began. The jury was completed after ten days' examination, during which an elisor had to be appointed by the court because of the admission of the regular officers that they were prejudiced in the case. One hundred and thirty-two men were examined.

The trial promises to be long and bitterly fought. The plight of the 22-year-old girl has excited widespread interest. Offers of financial assistance have come to her and threatening letters have been received by the prosecuting attorney. The state, it is understood, will not exact a death penalty. The defense will be temporary insanity.

This Explains It

It is not strange that Minnesota is classed as the best governed state. More editors are elected to office in that state than any other.—Augusta Herald.

The Human Cyclone

When La Follette is not talking in the senate he is talking on the lecture platform. He is a continuous and ceaseless wind.—Los Angeles Times.

WORLD'S BANKNOTES.

Shape, Size and Color of Paper Money of the Nations.

The only paper money that is accepted practically all over the globe is not "money" at all, but the notes of the Bank of England. These notes are simply printed in black ink on Irish linen water lined paper, plain white, with ragged edges. The reason that a badly soiled or worn Bank of England note is rarely seen is that notes which in any way find their way back to the bank are immediately canceled and new ones are issued. The notes of the Banque de France are made of white water lined paper printed in black and white, with numerous mythological and allegorical pictures. They are in denominations of from 25 francs to 1,000 francs.

Bank of England notes are of a somewhat unhandy size—5 by 8 inches. South American currency resembles the bills of the United States, except that cinnamon brown and slate blue are the prevailing colors. German currency is printed in green and black, the notes being in denominations of from 5 to 1,000 marks. The 1,000 mark bills are printed on silk fiber paper.

It takes an expert or a native to distinguish a Chinese bill from a laundry ticket if the bill is of low denomination or a firecracker label if for a large amount, the print being in red on white or yellow on red, with much gilt and gorgeous devices. Italian notes are all sizes, shapes and colors. The smallest bills, 5 and 10 lire, are printed on white paper in pink, blue and carmine inks.

The most striking paper currency in the world is the 100 ruble note of Russia, which is barred from top to bottom with all the colors of the rainbow blended as when a sun ray passes through a prism. In the center in bold relief is a finely executed vignette in black. The remainder of the engraving on the note is in dark and light brown ink.

The American practice of scattering strands of silk through the paper fiber as a protection against counterfeiting is nuique.—Harper's Weekly.

POLAR PHENOMENA.

The Mirage and the Mock Sun of the Arctic Regions.

In the spring of 1900 I changed over to the steamer Corwin and sailed for the Arctic ocean to establish a trading station somewhere on the northern shores of Alaska. Although we went on a purely commercial venture, there was a good deal of talk about the pole during the seven months we spent in the almost continuous sunlight.

Dr. Cook relates instances of seeing mirages above the ice fields—mountains passing in solemn review and sometimes inverted and standing on their peaks—but he goes on to say that there were no forms of life. Mirage is a common sight even in lower latitudes than those mentioned by Dr. Cook. I have seen the spires and domes of well defined buildings, whole cities, in fact, appear above the horizon, sometimes lingering for several minutes, or, again, with their towers reaching up higher and higher, attenuating apparently to a mere thread. The "mock sun" is a common phenomenon in the Bering sea. On the evening of June 2, 1900, perhaps 100 miles south of St. Lawrence island, about 9:30 o'clock and past sunset, the sun was visible as though half an hour high, but appearing as a much flattened oval. Then another sun more nearly round emerged from the horizon beneath the "goose egg," rising quite rapidly until it blended with the descending orb. Thereupon, instead of settling below the horizon, the light was quickly dissipated in the air. This phenomenon was probably due to the unequal density of several superimposed stratas of air producing refraction of the sun's rays from below the horizon.—Captain Edwin Coffin of Ziegler Polar Expedition in National Magazine.

Parental Severity.

The children of two centuries ago fell on stern times, if one may believe that the spirit of family life was accurately expressed by an excellent mother of that day who said, without humorous intent, that her children "loved her as sinners dread death." There is little doubt that parental control at that date was as rigorous as this anecdote indicates. It is said that when little Andrew Elliot, afterward lieutenant governor of New York, objected to boiled mutton his father, Sir Gilbert Elliot, frowned.

"Let Mr. Andrew have boiled mutton for breakfast," commanded the stern parent, "cold mutton for dinner and cold mutton for supper till he has learned to like it."—Youth's Companion.

A Bushel of Cents.

It beats all what odd questions reach some of the departments of government in Washington. Not long ago the treasury received a letter from a man who had made a bet asking "How many cents are there in a bushel?" The answer was not easy to offer. If the man had asked about pounds he might have received a definite answer. As it was, he got in reply a guess from a clerk that "roughly there is something like $320, or 32,000 pennies."

Stove Lifters.

Customer—Do you keep stove lifters in here?

Grocer's Clerk—Not the iron ones, madam. But we can give you a pint of [illegible]

Pearl Worth $3,000 Found in River

James Gray of Washington, D. C., has sold at Terra Haute, Ind., for $3,000 a pearl which he found in a White river mussel. The pearl weighs 34¾ grains, and was the finest, as far as is known, ever found in Indiana. Gray found two slugs a year ago which he sold for $250.—Des Moines Dispatch.

A. F. & A. M. NOTICE

There will be a special communication this Thursday evening to confer the F. C. degree. All members and visitors cordially invited to be present. By order of the W. M.

O. B. GATES, Sec'y.

WANT ADS.

FOR SALE—Miscellaneous.

FOR SALE—Or will exchange for Klamath county property, small farm in Mendocino, near Ukiah; well improved; nice location. For particulars address H. T. BARNETT, Midland.

FOR SALE—Toledo range, almost new. Inquire two doors north of Methodist church.

MISCELLANEOUS.

ROOMS TO RENT—Mrs. Nelson has 2 front rooms, furnished and with stove, to rent; cor. 6th and Walnut.

WANTED—Two or four work horses to winter for their use, on ranch; good feed and care guaranteed, W. P. SOULE, Klamath Falls.

NOTICE OF SALE OF REAL ESTATE

In the County Court of the State of Oregon, for the County of Klamath

In the matter of the estate and guardianship of Charles Hughes and Mary F. Hughes, minors.

Notice is hereby given that the undersigned, guardian of the persons and estates of Charles Hughes and Mary F. Hughes, will sell at private sale an undivided one-sixth interest each of said minors in and to:

Lots 5, 6, 7 and 8 of section twenty (20); S½ of SW¼ and lots 6, 8, and 9 of section twenty-one (21); N½ of NW¼ and lot 4 of section twenty-eight (28); E½ of E½ and NW¼ of NE¼ of section twenty-nine (29), all in township thirty-nine (39) south of range eleven and a half (11½) E. W. M., all in Klamath county, Oregon, containing 675 acres, more or less:

On or after the 8th day of December, 1909, for cash, pursuant to order of said court made and entered in the above proceeding on the 8th day of November, 1909.

Dated at Klamath Falls, Oregon, November 8th, 1909.

FRANCES HUGHES,
Guardians of the persons and estates of Charles Hughes and Mary F. Hughes, minors.

NOTICE FOR PUBLICATION

Department of the Interior, U. S.
Land Office at Lakeview, Oregon,
October 6, 1909.

NOTICE is hereby given that James B. Humphrey, whose postoffice address is Klamath Falls, Oregon, did, on the 23d day of April, 1909, file in this office sworn statement and application, No. 01827, to purchase the S½ of NE¼, W½ of SE¼ section 23, Township 37 South, Range 9 East, Willamette meridian, and the timber thereon, under the provisions of the act of June 3, 1878, and acts amendatory, known as the "Timber and Stone Law," at such value as might be fixed by appraisement, and that, pursuant to such application, the land and timber thereon have been appraised, June 14, 1909, the timber estimated at 545,000 board feet at $0.75 per M. and the land $190.80; that said applicant must offer final proof in support of his application and sworn statement on the 9th day of December, 1909, before R. M. Richardson, United States Commissioner, at Klamath Falls, Oregon.

Any person is at liberty to protest this purchase before entry, or initiate a contest at any time before patent issues, by filing a corroborated affidavit in this office, alleging facts which would defeat the entry.

ARTHUR W. ORTON,
10-9-12-8 Register.