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P. C. CARLSON

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Buy your gross slab easty KLAMATH FUEL CO., Page 187.

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KLAMATH PALLS. . OREGON THURSDAY, SEPTEMBER 3, 1914



HOW ADVERTISING WORKS

Copyright 1913 by Geo. E. Patterson Every merchant is anxious to inrease his not annual profit. His suceen is dependent more on the net annual profit than the profit on each sale. That is the reason the merchant likes to handle a product that is well advertised by the manufacturer. He sells perhaps on less margin of profit, but his not annual profit on an advertised commodity is always greater than on a similar non-advertised pro-

If it pays a merchant to handle tise a product he handles.

of profit on each sale will be the same jacent property." and his green profit is \$264, leaving fied to take warning. a not annual profit of \$137.

The not annual profit on the article when not advertised is \$40, while the net annual profit on the article when advertised is \$137, or a difference of Klamath Basin. See Chilcote, 685 when he reaches the top." \$97, which amount the merchant Main. loss by not advertising the article. How much does the merchant lose on each article he handles by not adverematic and persistent way.

### Scattered Shots

. . . . CIVILIZATION slowly emerges from barbarism, and hastily returns from whence it came.

OUR MERCHANT MARINE is still in the shell, but we have hopes of an FOR RENT-Six unfurnished rooms

Steady, boys!

"THE PRESIDENT is worried," says a Washington dispatch. Of course. So are we. So are all great

Notice to Students. High school will open Tuesday, September 8th. The office will be open from 9 till 4 on Thursday and FOR SALE OR RENT-Rooming Friday this week for the purpose of

at that time, to avoid the rush of the opening day. W. E. FAUGHT.

Establishment of independent meat packing plants in various parts of the state are being encouraged by the farmers as the only solution of the growing abuses of the meat and foods products trust.

When baby suffers with ecsema or some itching akin trouble, use Doan's Olatment. A little of it goes a long way and it is safe for children. Fifty ate a box at all drug stores.

# the Leader of the Victorious Germans



#### Notice

against starting fires in the city:

his net profit on this one article for other matter causing nozious odors, team.

spends the sum of \$35 advertising city jail not less than two nor more enthusiastic over this youngster.
the article his expense is only \$127, than fifty days. You are hereby noti"He's the greatest mechani

J. C. SMITH, Chief of Police.

Accurate information about the

Herald want ads bring results

### tell is to try out advertising in a sys- Herald's Classified Advs. Smith. It had been one of the weak

FOR RENT

OFFICE ROOMS-Choice suites in the Odd Fellows and Willits build-W. O. Smith, Herald office. 20-tf

in stone building near postoffice: suitable for light housekeeping or ENGLAND WANTS to place an or- roomers; will make some improvefer with the United States for \$54,- ments for good tenant. Also small 000,000 worth of hosiery each year. lodge room. See Chilcote, 635 Main street, phone 66.

#### FOR SALE

FOR SALE OR TRADE-Two story frame building; good location; And in the meantime, "Do your See Chilcote, 625 Main. Phone 66. 1Christmas shopping early," (in the See Chilcote, 635 Main street, phone

FOR SALE-Cow, half Jersey, half Durham. J. E. L., Herald. 2-6t\*

house with 16 rooms, well furnishenrollment. All students who can ed; good location. See Chilcote, 635 arrange to do so are urged to enroll Main street, phone 66.

#### **Blue Front Livery** and Feed Stables

Formerly the Goodman Stables

WELL EQUIPPED LIVERY AND PERD STABLE

Mundy & Hilyard, Props. \$22 Klamath Ave. Phone 252-W

# MACKMEN NEED NOT FRET ABOUT ENTERING INTO THE WORLD'S SERIES

BY HAL SHERIDAN

(Written for the United Press)

season but a little more than a month to pan the Boston manager. Schmidt grower the absolute necessity for a to run, Connie Mack's wonderful ball wouldn't do, they said. Schmidt grower the absolute necessity for a a vigorous, healthy top. to run, Connie Mack's wonderful ball wouldn't do, they said Schuling to run, Connie Mack's wonderful ball wouldn't do, they said Schuling to run, Connie Mack's wonderful ball wouldn't do, they said Schuling to run, Connie Mack's wonderful ball wouldn't do, they said Schuling to run, Connie Mack's wonderful ball wouldn't do, they said Schuling to run, Connie Mack's wonderful ball wouldn't do, they said Schuling to run, Connie Mack's wonderful ball wouldn't do, they said Schuling to run, Connie Mack's wonderful ball wouldn't do, they said Schuling to run, Connie Mack's wonderful ball wouldn't do, they said Schuling to run, Connie Mack's wonderful ball wouldn't do, they said Schuling to run, Connie Mack's wonderful ball wouldn't do, they said Schuling to run, Connie Mack's wonderful ball wouldn't do, they said Schuling to run, Connie Mack's wonderful ball wouldn't do, they said Schuling to run, Connie Mack's wonderful ball wouldn't do. the American League pennant lashed worth of Stallings' judgment. The to their mast. Only the greatest kind big fellow has been playing a reof a miracle could prevent the Mack- markably good fielding game. He ian phalanx from annexing another was raw at the start of the season, partially attained by proper grading, tuber as indicated by a smooth, uniflag. The Athletics are so far ahead but he improved noticeably every of their nearest rivals that the fans day, and it wasn't long until he took discard too many of the tubers, this cty, absence of second growth, and around the circuit have lost interest. on a polish that stamped him as bet-They are spending their time now figuring what will oppose Mack's bunch in the big series this fall.

seem to be an almost unanimous choice for the honor of meeting the bulk of the catching for the Braves. George Stallings' Braves of Boston Athletics. The wonderful work of the Beantown club since July 1 has imthem to best the Athletics if it falls to them to defend the National League in the big setto.

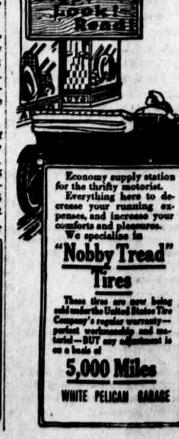
Your attention is called to the fol- In view of this, it might not be

the year may be only \$40, as the bal- or to burn on the unpaved or any Evers' running mate in guarding mighty good. Crutcher and Strand ance, or \$92, may be the proportion street or alley or private property in the keystone sack is Maranville, the have both taken part in several of running expenses charged to the said city without first obtaining per-smallest ball player in captivity. He games, and look to have the making article, such as taxes, rent, insurance, mission from the chief of police, and is even more of a midget than Ownie of stars. nes, interest on investment, etc. under such precaution as he may di- Bush, the diminutive Tiger star. The outfield is a well balanced Suppose on the other hand the re- rect, any paper, straw, vegetable mat- With Evers conching him along, Mar- partment. Devore, former Cliant: tail merchant advertises the article ter, leaves, wood or other substance anville's work this season has been Cather, former Cardinal; Whitted well. He will sell the advertised arti- emitting in combustion sparks, flying a revelation. Possessing almost per- and Connolly are most frequently in cie at 75 cents, and his gross margin ashes or cinders, or dangerous to ad- fect mechanical ability, Maranville is the lineup. Stallings uses many as before, or 33 cents. He will probThe charter provides a penalty for as well, and when he picks up a few hand batters on the day right hand ably sell 300 each year at an annual the violation of the ordinance of a more of the finer points of the nationpitchers are working against his club. gross profit of \$264, and an expense fine of not less than \$5 nor more al pastime he will be the leading art- and right hand hitters when southof perhaps \$92. Then if the merchant than \$100 or by imprisonment in the list in the line. Evers waxes mightily paws are working. That his judg-

> shortstop in the game right now," age column. Evers said recently, "and it won't be long, at the rate he is developing. until he will be as brainy as any of them. You want to watch his smoke

"Red" Smith, erstwhile member of the Brooklyn club, is guarding the hard corner-third base-for the Braves. This position had worried points on the team. Smith filled the hole. Although not a finished fielder he is more than making up for de-FURNISHED ROOMS-Nice cool fliciency by the manner in which he rooms at the Clairmont. 8-19-1me is larruping the horsehide. His hitting has played an important part in many of the Braves' victories.

Stallings fooled the wise ones ings; best location in the city. See around the Tener circuit by keeping Schmidt on first base. When the season opened and it was seen Stallings was going to depend on Schmidt to



NEW YORK, Sept. 3.-With the hold down first base, the critics began ter than the ordinary. And he has been hitting at a good clip right along, being one of the most consistent clubbers on the team.

Whaling is his first assistant. With the loss of Bill Rariden, who jumped pressed all the critics around both to the Feds, it was preditted that the major loops, and many are doping them to heat the Athletics if it falls On the contrary it has been proven strong all year. Gowdy has been driving in more than his share of the Braves' runs.

Boston's pitching staff is already Your attention is called to the city ordinance amiss to scan the personnel of this pretty well known as the result of its then, is the real foundation of potato Boston gang and see just exactly great work since July 1. The staff-"Section 23 .- It shall be unlawful who's who. Of course, the main cog that is, the active staff-consists of for any person or corporation, either in the Boston machine is Johnny Tyler, a southpaw, and Rudolph and product that is well advertised, why by him or themselves or his or their Evers, former Cub, and rated as the James, right handers. These three docan't it pay all the more to adver- agent or employee to cause any fire premier second sacker in the game. have done practically all of the flingto be kindled on any asphalt or sim- Stallings gives Evers credit for the ing for the Beantown club. Stallings Suppose a retail merchant buys an itar pavement or to heat any roofing great playing his club has been put- has juggled them along, and despite article for 75 cents, and his gross or other material on or above such ting up. He declares that Evers has the fact that they are all small men. margin of profit is 33 cents on each pavement. OR TO BURN IN THE directed the work on the field like a as pitchers go, they have never shown margin of profit is 33 cents on each payement. OR TO BURN IN THE CITY Napoleon, and that his courage has signs of weakening under the strain. anal gross profit would be \$132. But LIMITS, offall, refuse, garbage or inspired every other member of the Besidest he star trio, Stallings has several classy youngsters who look

fast developing into a brainy player changes in his outfield, using left ment has been good is shown by the "He's the greatest mechanical standing of the Braves in the percent-

> canising plant between Portland and in mind: Salt Lake.

The Herald, delivered at your store, office or home, 50 cents cents a month.

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Address THE REGISTRAL,
Corvelle, Green

# Pick Good Seed, Is Advice From McCall

By M. A. McCALL, County Agriculturalist

The poor market for Klamath po- only plants showing these characters market demands, but also a better tubers per hill.

will not be all that is needed. Like has a tendency to produce number. like, and to get results better seed | Earliness is also a very essential where new varieties are to be intro-

duced, but in general home grown opinion that potato seed has a tendency to deteriorate when grown for has a netted skin this should be quite any length of time in one locality. Pronounced, as it indicates quality but in nearly all cases this can be. Any tendency to scab or other disease traced not to an inherent quality or tendency of the potato to degenerate. Now is the time to secure next but to the continued use of the poor. year's seed. If carefully followed the est tubers for seed. Seed selection, ful improvement. One year will not improvement. Use only the best tubers for seed. This is a recognized principal in livestock improvement, and is just as important with ful, patient effort will bring the final plants.

The most commonly practiced sepotatoes from the bin after digging.

This is better than no selection, but still leaves much to be desired. A good tuber may be the only one produced in a hill, and would not have tendency to produce a larger number of such in the next year's hill. For that reason, since we wish the largest number of marketable potatoes to the hill, we must select our seed directly from the hill at digging time. Where this is to be carried out in a large field it is a very laborious task, so after the first year's selection it is best to have a special smaller patch where the selections from

the previous year are to be planted.

being used in turn to make this sea-

son's choice. The surplus from such

a patch should be used for the field

First-Learn the vine characteristics of the chosen variety, and select money refunded.

tatoes during the past season should Second Choose strong, vigorously have emphasized to the Klamath growing plants, not those which go

only standard varieties, such as the the largest number of marketable

quality of tuber. This latter can be Fourth Select for quality in the but if in grading it is necessary to form shape characteristic of the varishallow eyes, not too numerous in

must be used. In some cases it might quality in this climate, and those be advantageous to import seed, as plants maturing earliest, which combine the other desired qualities with this one, should be saved for seed seed is best. There is a common Do not use the first maturing petatoes for the table. If the variety should result in discarding for seed.

work an entire change, but several are necessary, as all faults cannot be overcome in one generation. Care-



ness, he more imping with pain or drawing up your face in agony. "IIZ" is magical, acts right off. "IIZ" draws out all the

per column.

In making hill selections for seed box of "TIZ" now at any druggist or the following points should be born department store. Don't suffer. Have anising plant between Portland and in mind: year's foot comfort guaranteed

# ONCE! CLOGGED NOSTRILS OPEN HEAD COLDS AND CATARRH VANISH

Headache.

Try "Ely's Cream Balm."

Get a small bottle anyway, just to Don't lay awake tonight stragmorning, the catarrh, cold-in-head or but truly needless. catarrhal sore throat will disapper. End such misery now! Get the

at any drug store. This sweet, fra-

grant balm dissolves by the heat of Breathe Procly! Clears Stuffed-Up, the nostrils; penetrates and heals the Inflamed Nost and Head and Stope inflamed, swollen membrane which Carterhal Discharge. Cures Dull lines the nose, head and throat; clears air passages; stope nasty discharges and a feeling of cleansing soothing relief comes immediately.

try it -Apply a little in the Nostrile gling for breath, with head stuffed; and instantly your clogged nose and nostrile closed, hawking and blowing. stopped-up air passages of the bead Catarrh or a cold, with its running will open; you will breathe freely; nose, foul mucous dropping into the duliness and beadache disappear. By throat, and raw dryness to distressins

Put your faith-just onco- is Ely's Cream Balm" and your cold small bottle of "Ely's Cream Balm" or catarrh will surely disappear. (Paid Advertisment.)

# There Is No Kodak

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Beware of imitations. Some firms advertise Kodaks. but, have none for sale.

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