

Herald's Classified Advs.

SITUATION WANTED

WANTED—Position on ranch as foreman and cook by man and wife. Address C. E. Trayer, Klamath Falls, 6-6t

DAY WORK—Young woman wants day work in private family. Phone 56, two rings. 6-2t

FOR RENT

FURNISHED ROOMS for light house-keeping; rent reasonable. 110 Second street. 11-4t

PERMANENT ROOMERS can secure comfortable quarters at the White Pelican Hotel until May 1. Rates very reasonable. 4-6t

OFFICE ROOMS—Choice suites in the Odd Fellows and Willis buildings; best location in the city. See W. O. Smith, Herald office. 10-4t

FOR SALE

BARGAIN lot of wood at Murdock property, on High street. Inquire of L. B. Kinnear, at Star Drug Co. 31-4t

FOR EXCHANGE

WANTED TO RENT—Typewriter with standard keyboard, for three months. Box 197 4-36\*

PROFESSIONAL CARDS

CITY AND COUNTY ABSTRACT COMPANY ABSTRACTS INSURANCE Members Oregon Association Title Men

Office and Residence, Phone 115 NW cor. 7th and Main CLAYTON E. WHEELER Physician and Surgeon Osteopath Spondylotherapist (Spinal Treatment) Office hours: 9 to 11:30 a. m.; 1 to 5 p. m.; evenings, 7 to 8

THE KLAMATH FALLS STEAM LAUNDRY Guarantees first class work as well as fast service. If you have occasion to make complaint and do not get immediate attention, phone D. B. CAMPBELL

Wood! Wood! Block Wood, single, double loads 16-inch Body Wood 16-inch Limb Wood 4-ft. Body Wood 4-ft. Limb Wood Rock Springs Coal (Extra on hill) Leave Orders at Square Deal Store Our Sixth and Main P. C. CARLSON Phone 185

After January 5th We Will Give Scrip WITH ALL SPOT CASH WOOD BUSINESS at regular prices. Leave money with order or pay on Delivery KLAMATH FUEL CO. 515 Main Street

Midway Livery Co. IN NEW HANDS Horses bought and sold. Harness and buggy for sale. Good rigs for hire and gentle horses. Baled hay and grain for sale. Phone 215J

Plumbing and Tinsmithing We Do the Work Right PADE & FINGLE "The Know How Men" Corner Sixth and Klamath

The Evening Herald

W. O. SMITH Editor Published daily except Sunday by The Herald Publishing Company of Klamath Falls, at 115 Fourth Street

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KLAMATH FALLS, OREGON THURSDAY, JANUARY 7, 1915



AND STOP AT KLAMATH FALLS

SAV "BUSINESS IS GOOD"

WHEN THE BASIC conditions are right—as they are today—business needs only the right kind of thoughts and the right kind of talk to make it good.

Here is something to do today: Every hour—on the hour—say that business is good. Say it to the man you meet on the street. Say it to the man at the next desk. Say it to your lunch partner—to your boss—to your stenographer—to your customer—to the man who waits on you.

Say it to yourself, if you are alone—but say it. Every hour—on the hour—say that business is good.

The effect of that little phrase, repeated eight times in one day by a million men and women—or more—will be enough to overcome months of pessimistic thoughts and pessimistic talk.

For business will be good now, today, next week, and right along, if we merely say that it is good and stick to it.

Constant repetition of the powerful little phrase will generate the unanimous confidence which is what business needs—all that business needs. For your own sake, for the sake of the man you work for and the men who work for you, for the sake of your family and friends, for the sake of the employed and the unemployed—say that business is good.

Eight times today, every hour—on the hour—during the business day, say that business is good. Tomorrow and next week remember that you have said it and remember that you were justified in saying it—because there is every reason why business in the Northwest should be not only good but better than ever before.

Our territory has a better material basis for prosperity than ever before. Our business is bound to be good if we, all of us, make up our minds to the fact. Thought for today: Say business is good.—Adapted from Chicago Daily Tribune.

RETAIL TRADE WITHOUT NEWSPAPERS

A WRITER in an exchange remarked that recently when the Chicago papers stopped publication that the city stores were practically at a standstill. Such stores reach the public through the advertising in the newspapers, and if that advertising stops, the business stops. People do not stick in one rut in buying nowadays. If a merchant announces a bargain that looks good, nineteen out of twenty people will break previous habits and look up that bargain, even if they never entered the store before. There is no such thing as loyalty to any particular store any more. The trade goes to the place that seems to be giving the best returns for the money on some particular article.

Information about bargains circulates infinitely faster through the newspapers than any other way. Where a customer gets one tip through friends, there are a score that come through the newspaper advertising.

Scattered Shots

WHAT IS GOOD?—Business.

THERE IS NO man who will say that good roads are not a great benefit. It is the cost of some of them that raises objections.

TWENTY-TWO more days until the P. P. I. E. opens in San Fran-

cisco. Have you sent in your subscription to Klamath county's world's fair fund yet?

LOST—Within the past week, all kinds of good resolutions. Finder can keep same until December 31.

IT'S A BROAD grin the dry farmer is wearing these snowy days.

SOME FELLOWS who start in by paying compliments wind up by paying the bills.

THE LATEST war move shows that the British soldiers have succeeded in taking pneumonia.

LIBRARY HELPED UNDER EDDY WILL

CHRISTIAN SCIENCE BOOKS ARE PLACED ON THE SHELVES OF THE LIBRARY WITHOUT COST TO THE INSTITUTION

The library has recently received from the trustees under the will of Mary Baker Eddy, the following books on Christian Science, by Mary Baker Eddy:

"Science and Health, with Key to the Scriptures", "The First Church of Christ, Scientist, and Miscellany", "Unity of Good", "Retrospection and Introspection", "Pulpit and Press", "Christian Healing and the People's Idea of God", "Rudimental Divine Science", "No and Yes", "Messages to the Mother Church", and the following periodicals: The Christian Science Journal (monthly), The Science Sentinel (weekly), The Christian Science Monitor (daily).

These books and periodicals have been presented without cost to the library, and are at the disposal of the reading public.

During the month of December, according to the report of Miss Enola Hawkins, there were 2,674 visitors at the library and the reading room. A total of 1197 books were circulated during that time.

Fashion Company Sues

M. E. McCormick and O. M. Hector are defendants in a suit filed by the Standard Pattern Company. This suit is to recover \$257.80, alleged to be due on account, and the costs of the suit.

Subscribe for the Herald, 50 cents a month

A small amount of money to loan on farm, land or improved city property. Chilcote, 635 Main street. 1-6t

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

Local news appears first in The Herald, 50c a month

OLD-TIME COLD CURE—DRINK HOT TEA!

Get a small package of Hamburg Brest Tea, or as the German folks call it, "Hamburger Brust Tee," at any pharmacy. Take a tablespoonful of the tea, put a cup of boiling water upon it, pour through a sieve and drink a teacup full at any time during the day or before retiring. It is the most effective way to break a cold and cure grip, as it opens the pores of the skin, relieving congestion. Also loosens the bowels, thus breaking up a cold.

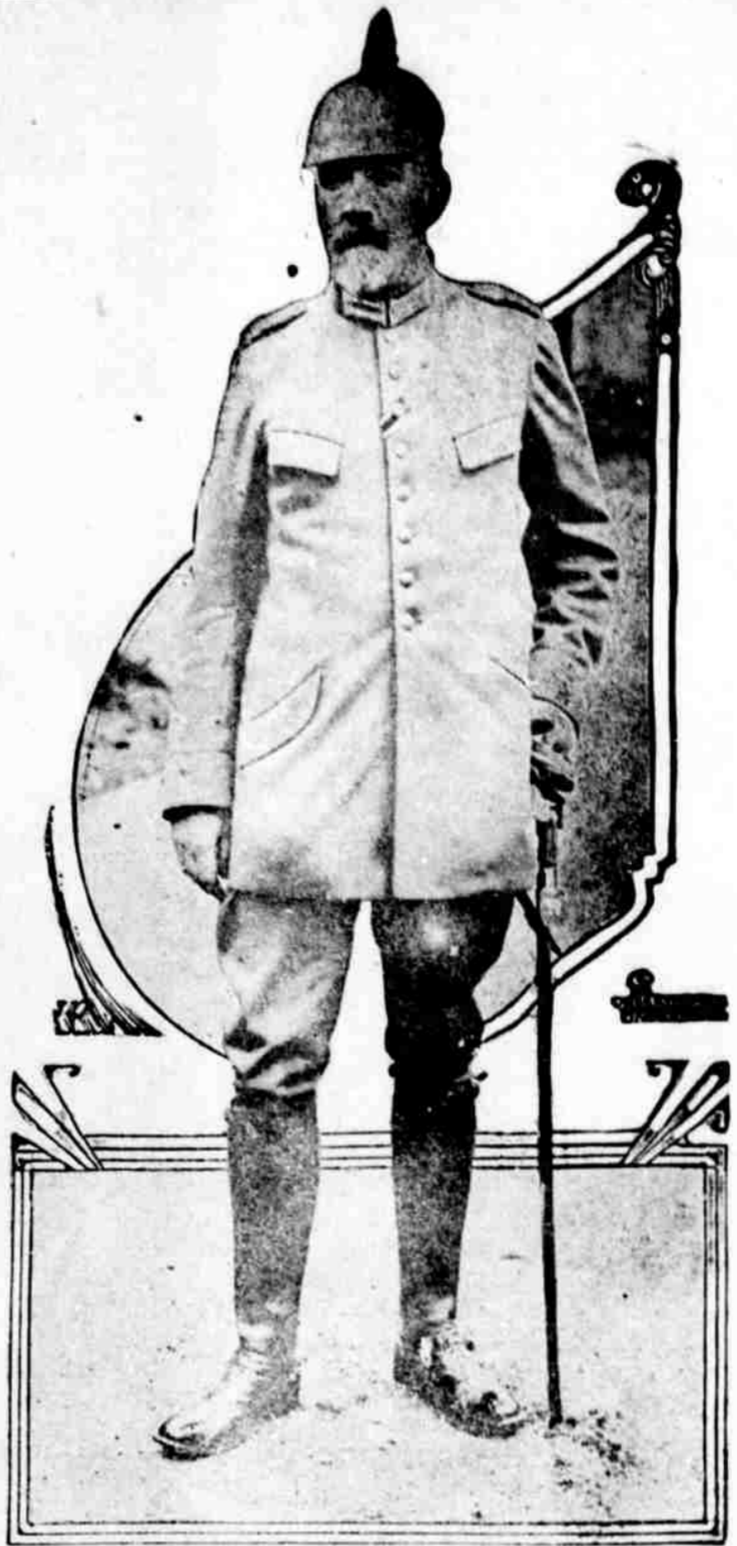
Try it the next time you suffer from a cold or the grip. It is inexpensive and entirely vegetable, therefore safe and harmless.

RUB RHEUMATISM FROM STIFF, ACHING JOINTS

Bad Soreness from joints and muscles with a small trial bottle of old St. Jacobs Oil

Stop "dosing" Rheumatism. It's pain only; not one case in fifty requires internal treatment. Rub soothing, penetrating "St. Jacobs Oil" right on the "tender spot," and by the time you say Jack Robinson—out comes the rheumatic pain. "St. Jacobs Oil" is a harmless rheumatism cure which never disappoints and doesn't burn the skin. It takes pain, soreness and stiffness from aching joints, muscles and bones; stops sciatica, lumbago, backache, neuralgia, Linber up! Get a 25 cent bottle of old-time, honest "St. Jacobs Oil" from any drug store, and in a moment you'll be free from pains, aches and stiffness. Don't suffer! Rub rheumatism away.

Photograph of German Chancellor



This is the latest and best photograph of Chancellor Bethmann-Hollweg yet published in the United States. It shows him in his field uniform with the ribbon of the Iron Cross on his coat. The cross is hidden under the coat. Through the many changes re-

California Increases Its Trade Since War Began

SAN FRANCISCO, Jan. 7.—The European war has brought more trade to California from England. This conclusion was reached by San Francisco exporters after a careful examination of the figures showing the exports from San Francisco to

Table with columns for month/year and export values. 1914 vs 1913 data for August, September, October, November.

Insurance that pays. See Chilcote, 635 Main street.

The man who eats apples has little desire to drink. BAGLEY'S APPLE JUICE should be more widely used.

Herald want ads bring results. 241t

Announcement



We are pleased to announce that this store has been designated as a Good Housekeeping Store by the magazine of which Dr. Harvey W. Wiley is Consulting Editor. The title implies no business connection, but is the magazine's stamp of approval upon our goods and our methods, given after investigation.

WE SELL ADVERTISED GOODS. We make a specialty of products advertised in the leading monthly and weekly publications of national circulation. We carry as complete stocks as possible, and should it happen that we do not have just what you inquire for we will gladly send and get it for you.

ADVERTISED GOODS GUARANTEED. Nationally advertised goods are well known to be of dependable quality. They are guaranteed by the manufacturers, by the magazines that advertise them, and of course by this store also.

Call and look over our stock. Examine personally the articles you have read about. We know they will please you.

Our prices are right all down the line. We give careful attention to all orders, large and small, and satisfaction to our patrons.

Underwood's Pharmacy

A LITTLE SPORTING GOSSIP

By Hal Sheridan

United Press Service

NEW YORK, Jan. 7.—The grand old dope box gets another shaking-up. A careful perusal of the Federal League batting averages for the season of 1914, recently made public by the genial Mr. Gilmore, will shake one's faith in that old adage that "figures don't lie." They must not lie, but they certainly mystify when one gazes over the marks set up by some of the batsmen in the third loop last year.

Athletics who clubbed out three hundred and better averages in the National and American Leagues have slumped down in the two-fifty class in the Federal league. And on the other hand some who couldn't even pile up two hundred mark in the Johnson and Tener circuit slugged for three hundred and more in the third league. That's where the dope box gets a shaking-up.

The case of Josephus Tinker is one of the glaring kind. Along with his woe as manager of the Cincinnati Red in 1913, Joe managed to eke out a punny average of .317 against National League pitching. Well, Joe himself and several others thought what he could do to the twirlers in the Federal League would be a great shame. It was, but not the kind of a shame that was predicted. Tinker managed to amass an average of just .259 in the Gilmore circuit—a fall of 58 points from his work in the National league.

Danny Murphy, once a star in the

Athletic out-field, was a little more consistent. He walloped the leather for .322 with the Athletics in 1913. Last year with the Brookfeds he clubbed out a mark of 311. Art Criggs, in the International league in 1913, pounded out .292. Last season with the Feds he dropped to .282. George Stovall, in his last year in the American league, had a mark of .287. As the leader of the Kansas City Fed tribe in 1914, he could pile up an average of but .270.

These named are some of the ones who went down the ladder. There are on the other hand some who went up even farther than the others descended. Of these Hal Chase stands out the most prominent. In 1913 in Ban Johnson's loop, the first sacker who once was the pride of Gotham slammed the ball for an average of .267. Last season, with the Buffalo Feds he returned to his form of former days with the Yankees by chalking up an average of .354.

Steve Yorks was another who found the brand of pitching on the Federal league to his liking. Last season with the Pittsburgh Feds he slammed the ball for an average of .333. His mark in the American league in 1913 was .267, giving him a gain of sixty-six points.

Art Wilson, when he was with the Giants in 1913, he couldn't even top the two hundred mark, his average being .190. With Tinker's Chifed crew last season he chased up .287, a gain of nearly one hundred points.

Hanley Spent the Most of Any Through U. S.

United Press Service

WASHINGTON, Jan. 7.—(Special correspondence.)—William Hanley, of Oregon, defeated Progressive candidate for United States Senator, was according to the Philadelphia Inquirer's special correspondent here, the only candidate for senator in the recent elections throughout the United States who exceeded the \$10,000 limit of expenditures fixed by Federal law. According to report

filed with the secretary of the United States senate, Hanley is reported to have disbursed \$19,325.93. The lowest expenditure of any candidate was that of E. L. Hitchens, Socialist of Ohio, who filed an expense account of eight cents.

Democratic candidates led in the aggregate amount expended with \$242,895.90; Republicans came next with a total of \$156,884.33, and while the Progressives spent \$55,158.94 for a collection of forlorn hopes.

TO DARKEN HAIR APPLY SAGE TEA

LOOK YOUNG! BRING BACK ITS NATURAL COLOR, GLOSS AND THICKNESS

Common garden sage brewed into a heavy tea, with sulphur and alcohol added, will turn gray, streaked and faded hair beautifully dark and luxuriant; remove every bit of dandruff, stop scalp itching and falling hair. Mixing the sage tea and sulphur recipe at home, though, is troublesome. An easier way is to get the ready-to-use tonic, costing about 50 cents a large bottle, at drug stores, known as "Wyeth's Sage and Sulphur Hair Remedy," thus avoiding a lot of fuss.

While wispy, gray, faded hair is not sinful, we all desire to retain our youthful appearance and attractiveness. By darkening your hair with Wyeth's Sage and Sulphur, no one can tell, because it does it so naturally, so evenly. You just dampen a sponge or soft brush with it and draw

this through your hair, taking one small strand at a time; by morning all gray hairs have disappeared. After another application of two your hair becomes beautifully dark, glossy, soft and luxuriant, and you appear years younger.

(Advertisement)

"TIZ" GLADDENS SORE, TIRED FEET

"TIZ" makes sore, burning, tired feet fairly dance with delight. Away go the aches and pains, the corns, callouses, blisters and bunions.

"TIZ" draws out the acids and poisons that puff up your feet. No matter how hard you work, how long you dance, how far you walk, or how long you remain on your feet, "TIZ" brings a restful foot comfort. "TIZ" is wonderful for tired, aching, swollen, smarting feet. Your feet just tingle for joy; shoes never hurt or seem tight.

Get a 25 cent box of "TIZ" now from any druggist or department store. End foot torture forever—wear smaller shoes, keep your feet fresh, sweet and happy.



WHEN OPPORTUNITY COMES



As it does to all, the man who has saved his money is ready to embrace and profit by it. That's why we advise you to begin saving at once. Open an account here and add to it regularly and as largely as you can. It will not be long before you'll have capital enough for some opportunity to increase it abundantly.

FIRST STATE AND SAVINGS BANK KLAMATH FALLS, OREGON