

Herald's Classified Ads.**SITUATION WANTED**

YOUNG man, stenographer and book-keeper, wants position, or can take work home. Phone 135J. 27tf

WANTED—By a woman cook, position on a ranch or in camp. Good references. Address, giving particulars, box 52, Klamath Falls. 27-3t

LOST AND FOUND

LOST—Hand Klaxon. Return to this office. 28-2t*

LOST—At Opera House Friday night, purse containing considerable money. Return to J. V. Houston.

HELP WANTED

WANTED—A high class man to handle Industrial and Commercial Accident and Health Agency of Old Line Western company, Klamath Falls and vicinity. Address L. W. Hueschen, Klamath Falls, for interview. 1t*

FOR RENT

FURNISHED APARTMENTS at the Oregon House. 10-1f

FOR SALE

FOR SALE—40 or 50 acres of land, all seeded and well improved, located three miles east of Klamath Falls; terms. Call or address owner, E. W. Curfman, Klamath Falls, Oregon. 28-2t*

FOR SALE—A few extra fine Poland China pigs, \$2.50. E. W. Curfman, three miles east of Klamath Falls, or address Klamath Falls. 28-2t*

FOR SALE—Five-room house, furnished or unfurnished. Inquire at Manzanita and Eldorado streets, Hot Springs, or address box 775, city. 28f&2-tf

PROFESSIONAL CARDS

CITY AND COUNTY ABSTRACT COMPANY
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Members Oregon Association
Title Men

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Done on short notice. Prices right
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Retaining Walls
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Sixth and Walnut
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The Evening Herald

W. O. SMITH Editor
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KLAMATH FALLS, OREGON
SATURDAY, MAY 20, 1915

**THE GLAD HAND**

THE FOLLOWING by the Community Builder in the American Lumberman contains a message that applies not alone to the business men. First impressions go a long way, and Klamath county people are noted far and wide for cordial friendliness. A good many people will come here from the Exposition this summer, and if our glad hand methods continue we can expect real results.

Here's the message:
Every retail merchant ought to cultivate to the highest possible degree the capacity for estimating news of every sort at its business value to him. For example, if a farm is sold to an outsider and an item to that effect is published in the local paper, the news should suggest to every retailer in the town that the purchaser may become a resident and consequently a buyer of goods of various sorts. To the lumberman he is a prospective purchaser of building material. To the implement dealer he is a prospective purchaser of farm machinery. To the grocer a prospective customer of goods carried by him.

The more enterprising class of merchants look out for business leads of this sort and the mere announcement of the transfer of title or the granting of articles of incorporation inspires in them efforts to secure trade from the new owner or the new corporation. Retailers altogether too often, however, completely ignore the significance of events of this sort. A case in point was brought to the attention of the writer recently.

A Chicago man bought a small farm in an adjoining state; when the transfer of title was made at the county seat friends of his in nearby towns, noticing the announcement in their papers, wrote to him to ask if he expected to occupy the land. These inquiries were merely those of interested friends. Not a single merchant in any line of business, however, ever made any inquiry of the purchaser regarding his purchase or his plans, notwithstanding the fact that he was a prospective purchaser of, and actually did purchase, several hundred dollars' worth of farm implements. Inasmuch as he was obliged to move on the farm late in the season, was unacquainted with the merchants in the town nearest his land and the distance was too great from his residence to make frequent trips to the country community, he was obliged to make his purchases elsewhere. As a consequence the local merchants—implement dealers especially—lost several hundred dollars in trade and the advantage of getting early in touch with a newly arrived prospective buyer.

In this case the purchaser did not buy from mail order houses so-called, but from retailers in Chicago. To do so involved a great deal of correspondence on his part, many trips to stores and much additional labor and inconvenience, in addition to the freight and other transportation charges from Chicago to his farm place.

It is not easy to understand or explain the indifference of the local retailer to business opportunities of the kind here suggested. In some cases, doubtless, he lacks the business experience and training that would have taught him to recognize the less conspicuous business opportunities that are presented in everyday events.

In part his neglect or indifference may be due to a mistaken belief that he is sure to get the trade anyhow. Neither explanation is at all creditable to the local merchant.

so long as the trout are biting fine in Link River.

TO BEGIN WITH, some girls are for getting married. Some of these wind up later by forgetting they are.

IF KLAMATH COUNTY does not maintain a representative at the Klamath county booth at the exposition, she is losing a most valuable publicity opportunity, and might just as well ship home the Klamath exhibit.

TO PULL OFF a fake scheme successfully, don't try it on the fellow who looks glibly. Tackle the fellow who tells the world he knows it all.

THE LAST CLASH between the Indians and the Whites seems to be amicably settled, and there are lots of fish in the streams.

Grafonolas in fumed oak are now on display at Shepherd's Piano depot.

ACID IN STOMACH SOURS THE FOOD

SAYS EXCESS OF HYDROCHLORIC ACID IS CAUSE OF INDIGESTION

A well known authority states that stomach trouble and indigestion is nearly always due to acidity—acid stomach—and not, as most folks believe, from a lack of digestive juices. He states that an excess of hydrochloric acid in the stomach retards digestion and starts food fermentation, then our meals sour like garbage in a can, forming acid fluids and gases which inflate the stomach like a toy balloon. We then get that heavy, lumpy feeling in the chest, we eructate sour food, belch gas, or have heartburn, flatulence, water-brash or nausea.

He tells us to lay aside all digestive aids and instead, get from any pharmacy four ounces of Jad Salts and take a tablespoonful in a glass of water before breakfast while it is effervescent, and furthermore, to continue this for one week. While relief follows the first dose, it is important to neutralize the acidity, remove the gas-making mass, start the liver, stimulate the kidneys and thus promote a free flow of pure digestive juices.

Jad Salts is inexpensive and is made from the acid of grapes and lemon juice, combined with lithia and sodium phosphate. This harmless salts is used by thousands of people for stomach trouble with excellent results.

(Paid Advertisement)

CREAM FOR CATARRH OPENS UP NOSTRILS

Tells How To Get Quick Relief From Head-Colds. It's Splendid!

In one minute your clogged nostrils will open, the air passages of your head will clear and you can breathe freely. No more hawking, snuffling, blowing, headache, dryness. No struggling for breath at night; your cold or catarrh will be gone.

Get a small bottle of Ely's Cream Balm from your druggist now. Apply a little of this fragrant, antiseptic, healing cream in your nostrils. It penetrates through every air passage of the head, soothes the inflamed or swollen mucous membrane and relief comes instantly.

It's just fine. Don't stay stuffed-up with a cold or nasty catarrh—relief comes so quickly.

(Paid Advertisement)

Chautauqua Tickets

ARE ON SALE AT
The Bonbonaire, Hall Hotel, White Pelican Hotel, Golden Rule Store, Wells Fargo Express Office, First State and Savings Bank, J. F. Maguire & Co. Store, Big Basin Lumber Co. Office, Savage Bros' Office.
Our contract with the Edison-White Chautauqua System requires us to advance the price of Adult Season Tickets to \$3.00 at NOON, JUNE 9th.
W. S. SLOUGH,
Secretary Klamath Chautauqua Ass'n

So near the center of things;
Just one block off Main, on 6th.
Phone 248J.

Learn to Run a Launch

TELFORD & SON
Will rent you a launch, and teach you to run it



To insure the publication of the social events in which you are interested, telephone the particulars of the function to The Herald. If possible, society items should be in this office by Friday evening to insure their publication. The Herald will gladly aid you in the preparation of the article if you so wish, and do all in its power to make this department an interesting one to the ladies of the city.

One of the big affairs of the week was Thursday night's recital at Houston's opera house, when Mrs. Don J. Zumwalt presented fifteen vocal and instrumental pupils in public work. The opera house was crowded by friends and relatives of the musicians, music lovers, etc., and every number was roundly applauded. Diminutive Beatrice Walton is unable to reach the pedals when sitting on a piano stool, but her renditions were splendid, and applause following her appearance was so great and so prolonged that she was forced to make two bows so obsequiously that her curls threatened to cover her face. Lawrence Mehaffey, in addition to the two numbers assigned him, also sang "Mother Machree" in response to a request, and it is needless to say that he left the stage amid storms of applause. Mr. Mehaffey's voice is always pleasing. Miss Benson, Mrs. Fred Cofer, Mrs. Motschenbacher, Miss Houston and Mrs. Hamilton, and other advanced pupils of Mrs. Zumwalt, made showings they and their friends can well be proud of, while much improvement could be noted in the renditions of the newer pupils, all numbers giving pleasing evidence of the thoroughness of Mrs. Zumwalt's training. The program follows:

Farewell to the Piano.....Beethoven
Gipsy Dance.....Lange
Miss Esther Haines
Sing Me to Sleep.....Greene
I Love You Truly.....Bond
Mrs. C. C. Cofer
Scarf Dance.....Chaminade
Miss Fern Hanks
Hush, Little One.....Bevignani
April Song.....Newton
Mrs. E. C. Richards
Dorothy (Old English Dance).....Smith
Will to the Will.....Jungmann
Miss Beatrice Walton
The Merry Merry Lark.....Nevin
Who is Sylvia?.....Schubert
Miss Hortense Hogue
Roses After Rain.....Lehmann
Somewhere a Voice is Calling.....Tate
Mrs. R. R. Hamilton
Traumerei.....Schumann
Military Polonaise.....Chopin
Miss Margaret Worden
A May Morning.....Denza
Husheer.....Needham
Mrs. Vernon Motschenbacher
Lullaby from "Jocelyn".....Godard
Good-Bye.....Tosti
Miss Claudia Spink
Waltz: Op. 34, No. 1.....Chopin
Mrs. Fred Cofer

Spring.....Well
I'm a Longin' for You.....Hathaway
Miss Elizabeth Houston
Violin Obligato by Mr. Borel
Slave Song.....Riego
On the Road to Mandalay (Kipling).....Speaks
Mr. Lawrence Mehaffey
Enchanted Hour.....Hahn
The Last Song.....Tosti
Miss Louise Benson

Mrs. Jennie Hurn was hostess to the Pythian Club meeting on Tuesday afternoon at her home on Fifth and Pine street. The usual routine of business over, the afternoon was pleasantly spent in needlework and visiting, interspersed with refreshments served by the hostess. The following members were present: Mrs. W. D. Cofer, Mrs. Wm. Whitlock, Mrs. C. C. Low, Mrs. Glen Johnson, Mrs. Ida Fink, Mrs. Jennie Hurn, Mrs. C. B. Crisler, Mrs. Skillington, Mrs. R. R. Brewbaker, Mrs. C. C. Hogue, Mrs. G. H. McDonald.

Mrs. R. C. Short, who lives on the Merrill road, was agreeably surprised Wednesday when a number of friends and neighbors called to spend the afternoon. Needlework, conversation and a delightful lunch caused the time to speed by very quickly. Those present were Mrs. John Short, Mrs. G. I. Hilyard, Mrs. Emma Green, Mrs. J. R. Dixon, Mrs. B. W. Short, Mrs. Sam Short, Mrs. A. Turner, Mrs. H. S. Newton, Mrs. Steve Lowe, Mrs. J. D. Grimes, Mrs. Henry Grimes, Mrs. Oswald Brown, Mrs. E. W. Griffith, Mrs. Zella G. Evans, Mrs. Burt E. Hawkins, Mrs. E. E. McClay, Mrs. R. C. Short and the Misses Ruby and Jesse Newton and Maude Turner.

Mrs. Richard E. Smith, assisted by Mrs. John J. Parker, entertained the following ladies at 500 Tuesday afternoon at her home on Sixth street: Mrs. Wm. Mason, Mrs. J. C. Brockebrough, Mrs. A. D. Bellman, Mrs. Joseph S. Kent, Mrs. Arthur E. Whitman, Mrs. Wm. Baldwin, Mrs. Clarence H. Underwood, Mrs. F. B. English, Mrs. Elbert B. Hall, Mrs. Thos. Hampton, Mrs. Louis H. Bath, Mrs. Audrey R. Campbell, Mrs. Wm. T. Lee, Mrs. Harry Goeller, Mrs. Wm. H. Shaw, Mrs. Mary A. Jackson, Mrs. J. N. Bridges, Mrs. Wilbur Jones, Mrs. Effie L. Taylor, Mrs. G. A. Krause, Mrs. Bert C. Thomas, Mrs. M. S. West, Mrs. G. A. Bellman, Mrs. Frank Ankeny, Mrs. M. P. Evans, Mrs. J. J. Parker, Mrs. Margaret Pitts, Mrs. E. E. Magee, Mrs. Carl A. Plath, Miss Coral C. Carter, Miss Maud Baldwin, Miss Elizabeth Houston, Miss Waive Jacobs. Card honors went to Mrs.

EXPERIENCE
Consider This When
Selecting Your Optician
Mr. Winters has had seven years of experience, backed by special college training in optical work.
You get his entire personal attention from the time your eyes are examined until he adjusts the finished glasses to your eyes. This personal attention by an experienced optician is surely worth your consideration when selecting your optician.



H. J. WINTERS
635 Main Street

To the People of Klamath County and Tourist Spink's Camp on Spring Creek

Is now open to the public for fishing and camping for the season 1915, on Spring Creek and Williamson River.

The recent agitation regarding fishing in the Indian country to the exclusion of whites does not affect my rights and the right to fish in Spring Creek. I own one-half mile creek frontage along this stream, which extends on both sides of the stream.

To all I extend the invitation to come to Spring Creek and enjoy the finest trout fishing to be found in Klamath.

RATES, \$2.00 PER DAY.

Automobile meets all trains at Chiloquin. Boats and saddle horses for hire.

A BOOK OF INTEREST

To all—especially young married folk, is the Savings Bank Book. Read it over often. Every time you read it you'll find something new added to it which is of more interest. Let us start you with one of our books. We will be glad to do it.



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WE CAN FIX IT

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You can feel safe in having use of it every day.

It is never out of commission for weeks waiting the arrival of some part from the factory in the East.

These parts are kept in stock at Ford Agencies.

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(Continued on page 4)