

**Mother, Sponsor for Torpedo Boat Named  
In Honor of Son Who Died in World War**



This photograph shows Mrs. Margaret C. Overton standing at the bow of the U. S. torpedo boat Overton just before it was launched at the Camden yards of the New York Shipbuilding Company. She was sponsor for the craft, which was named in honor of her son, Captain Macon C. Overton, Marine Corps, who lost his life during the world war.

**HUN BUSINESS  
METHODS LIKED**

**Brazilians Like Business Ways of  
Former German Representatives  
—Huns Devote Efforts to Please  
Merchants**

RIO DE JANEIRO, Brazil, July 24.—Whatever else the Brazilian may think of the German, they have a strong liking for the business methods of the German representatives formerly in Brazil. Pattern after the German if you would be successful in dealing with the Brazilian merchants is the advice Brazilians give to North Americans seeking to establish commercial connections held by European business houses before the war.

It is not from a desire to criticize but more for the spirit of sympathy and helpfulness that Brazilians offer their advice.

One local merchant says the German devoted all his efforts to pleasing the customer. He learned the native language, catered to the likes, whims and eccentricities of the buyer. He did not try to convince the customer that he did not know his business or that the people did not know the styles. Instead he ordered from Europe exactly what the merchant requested and when the shipment arrived he was on hand to see that it was right or to make it satisfactory.

In contrast to this the Brazilian merchants tell of many North Americans trying to sell them something they did not want, trying to convince the Brazilian that he does not know his own market, or even taking his order and then sending something entirely different. The story is told of one Brazilian ordering a number of black horses from North America and receiving all white.

Generally the Brazilians are sympathetic toward the incoming North Americans. But if they are coming into the field to stay it is felt they should learn to play the game according to local rules—please the man who is doing the buying and who in turn must please the people in order to dispose of his goods.

**SON OF MORMON CHURCH  
PRESIDENT IS IN HAWAII.**

HONOLULU, T. H., July 24.—E. Wesley Smith, new president of the mission of the Church of Jesus Christ of Latter Day Saints (Mormon) in Hawaii, has arrived here to take up his work. Mr. Smith is a son of the late president of the church, Joseph F. Smith, and is a native of Hawaii, having been born here in 1886. His father made a number of visits to Hawaii as a church missionary. The Mormon church, since the mis-

sion was established here in 1850 by President George Q. Cannon, has acquired about 9,000 members in the islands, and owns and operates a large sugar plantation in Laie, on this island, Oahu.

A large temple recently was completed at Laie but it will not be formally dedicated until President Heber J. Grant and other high church officials can make arrangements to come here from Salt Lake City for the ceremonies. It is understood the party will come as soon as steamship accommodations can be obtained.

**The Man's  
Daylight  
Store**

Ever since coming to Klamath Falls I have had an ambition to have a store that would be as bright as day. I am happy to say that my wish has been gratified. This is a matter in which you also are as interested as I am, for when you buy an article in my store you will find that it looks just the same after you have taken it home as it did when you bought it. You are not disappointed in finding that you were mistaken in the shade or color, and I know you will not be in the quality, for every article I sell carries with it an absolute guarantee of satisfaction or money back.

You are cordially invited to visit my store and see the wonderful transformation that has taken place. Everything is not entirely finished yet, but all work will soon be done, and I know you will be as pleased with the change as I am.

**K. Sugarman**

"I AIN'T MAD AT NOBODY"



**Vacation Time Is Here**

Enjoy your outing to the fullest extent by wearing suitable clothing. We have the celebrated Dux-bak and Kamp-it line of outing clothing for both Ladies and Gentlemen. Nothing their equal for outing wear. They combine both wearing qualities and style and are moderately priced. Come in and look them over before you buy. Ladies riding breeches, skirts, blouses, leggings, hats and coats made in both wool and khaki. In fact everything you want in outing clothing for that trip.

**KKK STORE** *Leading Clothiers*

**NAVAL DRY DOCK WILL BE  
OPENED IN HONOLULU SOON.**

HONOLULU, July 24.—The new naval dry dock at Pearl Harbor, work on which has been completed and will be given a test in the near future. The formal opening of the dock will not be celebrated until the new Pacific fleet comes from the Atlantic, it being hoped that the fleet, or at least part of it, will be here for the event. The Chamber of Commerce has invited Secretary Daniels to attend.

The new dry dock is 1029 feet long over all, has an inside width of 133 feet and a depth of 35 feet. It will be filled and emptied by large electrical pumps.

**BRITISH COMPANY STARTS  
MOTOR CAR PRODUCTION.**

LONDON, July 24.—A large British engineering company has announced its entry into the field of motor car production with a model which is openly regarded as an attempt to meet American competition by adopting American methods of mass production. The company hopes to put 20,000 cars on the market in the first year. The car, says the American Chamber of Commerce in London is to be of 16 to 20 horse power, to carry five passengers and sell at approximately \$1,490. Thus far only one car has been built and this was for testing purposes.

**CARD OF THANKS.**

R. P. Curtiss wishes to express his sincere appreciation to his friends for the many kindnesses shown his mother during her recent sickness and death.

**HAY & GRAIN INSURANCE.**  
We have settled a number of losses in hay and grain, and all of them have been paid promptly and in full. We shall appreciate a share of your business. CHILCOTE & SMITH, 633 Main St. Phone 66.

**ANNOUNCEMENT**

For the remainder of the month we will sell at a reduction of from \$2.00 to \$6.00 every hat in our store. Also all dresses, of the very latest models this season, will be sacrificed at this sale.

**The Parisian Millinery**

519 Main.

Phone—366.

**Dance at Malin Hall**

Saturday, July 26, 1919

Music by Dobry's Orchestra

**Get Your Winter Wood Now**

For a limited time I will sell you your winter wood at the following amazing prices:

DOUBLE LOAD BLOCKS..... \$4.50  
GREEN SLABS..... \$3.50

**W. E. SEEHORN CO.**

622 Main.

Phone—72