

The Evening Herald

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WEDNESDAY, MARCH 22, 1922

BIG POSSIBILITIES

IT is possible for every business man to make more money this Spring than they have ever made during any Spring in their business or investing experience, says the Pacific Woodman. To accomplish this, however, they must be opportunists, they must be able to meet and master situations wherever and whenever they occur. In other words, they must take advantage of the law of action and reaction in all human relations, as well as in business. After being fully acquainted with this law and governed accordingly, they are ready to hang out their signs and get to work for all they are worth.

It is repeatedly being said by all men of affairs that the time for the "order taker" is over and that of the "order getter" is at hand, for we are experiencing and will continue to experience competition as never before. Not only the man who puts on the best front, but the man who gets what his customers want, at the smallest cost to them, and at the same time being sure that what he has to offer is the best that can be had for money, and last but not least to serve with all his ability unsuspecting buyers, as well as prospective buyers, is the man who will experience prosperity, with better satisfaction, than ever before. He is what is called an opportunist, a man who takes advantage of conditions as they are and puts a new kink in his product and a new way of presenting it, which always attracts attention.

The same is true of the wage earner. He must jump out of the old rut, look the present in the face, forget the past and think of the future. He must analyze his ability and see where he can improve upon it by taking up the slack to such an extent that his present activities are kept up to his capacity. He must do something different, something spectacular. Above all, he must acquire the ability to think for himself at all times. Ideas are what count nowadays—new and original ideas.

Remember, there is no monopoly on ideas. Get busy and think what you could do to make money, but are not doing it. Remember that most of the substantial men of today once sold papers on the streets, or something similar, and there are more opportunities now than there ever were in the history of the world. A man is more capable than he thinks he is and the way a man's capacity for doing things can be developed, is wonderful.

Again, thinking is what makes a man; not thinking alone, but thinking and putting those thoughts into action.

Every man's possibilities (without exception) are practically unlimited. Get busy and make money for yourself. There are a lot of things waiting to be done in the world, and you can do them. The secret of success is work, think and work, and having no spare moments to throw away.

STATEMENT BY LUMBER FIRMS

(Continued from Page 1)

section and all of the large producing sections of the southern states.

We believe it is safe to say that from eighty to eighty five per cent of lumber is produced upon the ten-hour day; the common labor in the southern sections is \$1.25 to \$2.00 for ten hours. Common labor in California is \$3.00 for ten hours, and the proposal for this section averages \$3.00 for nine hours.

Frost Hit Hard Blow
Regarding our western market, the heavy freeze, destroying practically all of the vegetable crop and more than fifty per cent of the orange and lemon crop, has further aggravated an already critical condition.

The loss of these crops will lessen the demand for box lumber for this year approximately one hundred million feet, or an amount

Outbursts of Everett True By Condo



equal to the entire annual output of boxes in the Klamath region, and as a large percentage of this requirement would have come from here, it is a severe blow to this section. There is little demand for this grade of lumber in the east, and any amount which can be sent there would go at a very much lesser price. The timber in this region produces sixty to seventy-five per cent of this character of lumber. The mills in California produce a much greater percentage of the more valuable grades, and this fact, coupled with their ten-hour day and lower labor costs, creates heavy competition, which can only be partially met by the adjustments proposed. While, as we state, the demand for lumber and box shooks is very low, we are willing to produce lumber and shooks for sale at some later date, providing we can produce it at figures which will warrant this speculation.

Since lower costs are necessary, owing to the present low range of prices, which are expected to go even lower when the new cut of lumber comes in, we believed that, when competitive mills run ten hours, and we contemplated only nine hours at nearly as much pay, we were considering the employees' side from their standpoint. Climatic conditions, which prevent the mills and woods from operating the year round prompted us to try and keep the output as high as possible.

Eight Hours Not Issue
The impression has been created that this is an eight-hour day issue, whereas it is not, because in the last two years out of thirty-seven lumber operations in the Klamath region, which comprises the territory from Bray, California, north, only nine plants operated on the eight-hour day. Therefore, the men who were working ten hours are remonstrating against a reduction in hours which affects their pay; and the men who were working eight hours are remonstrating against an increase in hours, which increase does not affect their pay. Boiled down, the cessation of work is a remonstrance against any readjustment either of hours or pay. The operators thought the nine-hour day a fair solution of the readjustment of cost production, but it seems that neither the men who were working ten hours or the men who were working eight hours were disposed to add in the readjustment. As to the length of day, it is a fact that the eight-hour plants found it difficult to hold men in competition with the ten hour plants. The majority of plants have always operated ten hours.

Shook Orders Spasmodic
For several months there has been no business for the box factories; practically all have been operating on part time and by filling their warehouses. There seems to be a poor shook outlook for the

season. Our order files for eastern shipment are very low, and for months orders have been a hand to mouth proposition.

The right of any employee to consult with their employer regarding wages and hours has never been denied and this method is still open to all employees wishing to secure enlightenment as to why these adjustments are necessary.

We have offered this method of adjustment, after careful consideration of every factor of the situation, and are offering our employees as much as they can secure in mills with which we compete. We sincerely hope that they will think, and then act, to co-operate with us in meeting conditions, over which we ourselves have no control, as we simply cannot operate our plants in competition without the readjustments which we have outlined as necessary.

The Klamath district has always offered very favorable employment and expects to continue this policy, but in order to operate with the success necessary to follow this policy we must keep ourselves in a position to make such adjustments as are necessary owing to business conditions.

Lyceum Hall, cor. 8th & High, well suited for select parties, will be rented at nominal prices. Apply to M. Motschenbacher, Phone 556W, or on premises. 30-1f

NOTICE OF ANNUAL MEETING OF LAND OWNERS OF KLAMATH DRAINAGE DISTRICT

Notice is hereby given that the annual meeting of the land owners of Klamath Drainage District is called to meet at the office of the Board of Supervisors in Klamath Falls, Oregon, on Tuesday, March 28, 1922 at the hour of 2 o'clock p. m. for the purpose of electing one Supervisor to serve for the term of three years, and for the transaction of any other business that may properly come before said meeting. By order of the Board of Supervisors duly entered February 23rd, 1922.

C. R. DELAP,
County Clerk and Secretary of Klamath Drainage District.

DOINGS OF THE DUFFS



Tom Sims SAYS

The latest Hollywood crime is the way they put out comedies. Our senate is making reservations, but isn't going anywhere. Soul mates turn out to be skippers. Gloom and pessimism are a combination in restraint of trade. Five pay days bath April. Sap is rising but sapheads are not. They have permanent waves so they can get into the social swim. Free love runs many a man into debt.

It's hard for a rounder to be square. Days are getting longer and faces are getting shorter. It's as hard to get a number over radio as a regular phone. They now say "The air is busy, please."

This year is hardly three months old and looks fine for its age. The sun never set on the British flag, but that doesn't keep her troubles from hatching.

British political machine seems to be having "Injun" trouble. Uncle Joe's record in congress reeks like he is Uncle Sam's brother. "Allice To Pass On U. S. Payment"—headline. "Pass" is the word. Health hint: Buy the wife a hat.

The cement trust has been indicted on concrete facts.

When it's six blocks to the drug store—daughter gets exercise.

A man claims he married 14 or 15 times because he was hit by a baseball bat when young. Baseball is dangerous.

Hundreds killed by booze. Too many crooks spoil the stew. Most musical comedies would be better if the curtain didn't go up higher than four feet.

Opportunity doesn't give a rap if you are asleep.

Wouldn't it be great if moths only ate skirt bottoms and trouser hip pockets?

CLASSIFIED ADS

MISCELLANEOUS

FILZ SCHOOL OF MUSIC

Present enrollment 35 pupils.
There Must Be a Reason

For the fact that our present enrollment is the largest ever held by a school in Klamath county. Complete course on the piano in 20 lessons. Course starts at any time. Enroll now. Studio 306-309 Winters' Bldg. 20-1f

WANTED—Position by A-1 stenographer, 6 years experience. Box A-1 Herald office. 21-22*

FOR RENT—5 room house, modern, on Oregon Avenue. Inquire United Cigar store. 21-23

FOR RENT—Suite of offices, also one sleeping room. Swanson Bldg. 21-25*

IF THE WEATHER PROVES FAIR
W. E. and J. E. Patterson, painting contractors will start outside work, Monday March 27th. Bring on your houses and store fronts. 21-23

ALWAYS BUSY
W. E. and J. E. Patterson
Contracting painters, 630 S. 6th. Nuff said, all work and material guaranteed 21-23

HOT WATER COMES DOWN
New Hot Springs bath house has reduced their prices to twenty-five cents, in order that all may take advantage of the mineral water. 21-27*

AUTOMOBILE WANTED—Will trade big lot on pavement and \$400.00 equity in service station equipment for good light car. Will give title to lot. Balance due on equipment payable monthly. Call 478R after 5:30 p. m. 20-22

LOST—Pair skid-chains on river road to Bonanza. Return to Dunham Auto Co., Reward. 21-23*

LOST—Bunch of keys. Please leave at Herald office. Reward. 20-22*

STAGE SCENES FOR "THE VOLCANO" ON ARMY TRANSPORT

The most sensational motion picture stunt of recent happenings was staged aboard the United States transport Finland, when the principals of Augustus Thomas' new Four Star drama, "The Volcano," starring Leah Baird, a W. W. Hodkinson release, which comes to the Strand tonight boarded the ship at Quarantine soon after daylight from a small tug, Director George Irving, Billy Gibson, the Cuban and Harris comedians, and cameraman Vanluren being yanked over the side of the ship from their dancing little tug on a bowline.

The deck officers of the transport had already received orders permitting picturization of deck scenes and every last one of the 3,400 officers and men aboard tried to get into the picture. Most of them did in one or another of the several shots made showing the crowded deck of the big ship.

Billy Gibson, the one-footed actor, known in the profession as "Cheerio Bill," who has driven over 5,000 wounded men to New York military hospitals in his service car during the last six months, was personally known to many of the soldiers, and as the military hero of the play he was given an ovation by the men in uniform.

It is probable that no scene in any picture play ever produced had so many leather-lunged directors as did this one in which "Davy" (Mr. Gibson) disports himself as the footless soldier returning on crutches to the land of his birth.

NOTICE

Starting March 23 our sales room will be open from 9 a. m. to 6 p. m. Paints and varnish for every purpose. W. E. & J. E. PATTERSON 630 S. 6th. 21-22

Of \$258,417.27 taxes to be collected this year in Lake county, \$155,000 to be used for educational purposes.

INTERESTING HISTORY

The History of Civilization

proves that people are not satisfied with cheapness.

If we were satisfied to use the cheapest article that would serve our purposes, we would today be using the tallow candle in place of electricity, denim trousers instead of wool, and walking in place of burning 30 cent gasoline.

Why be satisfied with the old wood method, when you may have a more economical heat, cleaner, cheaper and no risk of fire.

We require speed in traveling and our cooking. Electricity meets these requirements, also conserves food and saves labor.

THE CALIFORNIA OREGON POWER CO.

How to Really Save On Cost of Painting

FIRST, find out what good paint is, for that is where you start to save on paint. We spend more to make paint for your economy as follows:

We use only the best materials in Fuller's Specification House Paints—PIONEER WHITE LEAD, pure linseed oil, zinc and finest colors.

We super-purify the lead in a special purifier. Then we make the lead so fine that it will pass through a silk screen with 40,000 meshes to the square inch.

The "whiter" lead means clearer-toned colors. The extreme fineness means better mixing quality, greater covering capacity, more ease in spreading—a paint that's always uniform and smooth.

Such paints when applied form a beautiful elastic, tough, protective coat that stays. They are known as "Fuller's Specification House Paints."

Where "Cheap" Paints Fail

Don't Figure Paint Economy as "Cost per Gallon."

"Cheap" paints can't compete with good paints in economy. "Cheap" paint covers less—you buy more gallons. It is harder to spread, requires more work—so you pay more labor cost. Your "savings" in less cost per gallon is very quickly eaten up.

Cheap paint starts to crack in twelve months. Good paint remains good five or more years. It is really the cheap paint that is expensive. Don't allow surfaces to rot—it costs less to paint them.

There is no real cost in painting with the best paint. Depreciation of an unpainted building far exceeds the cost of paint.

Free Advice on Painting

ASK our agent for our free advice. He will show you a color card which shows 32 shades of this desirable paint.

We have a Fuller's Specification Department which will tell you all about the most desirable color schemes, color harmony and those other details you want to know.

Take advantage of Fuller House Paints. Take steps to paint now. Don't let weather depreciate your investment.

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Pioneer Manufacturers of Paints, Varnishes, Enamels, Stains, and PIONEER WHITE LEAD for 72 years
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For all exterior jobs of painting it is advisable to obtain the services of a Master Painter



"Pure Prepared" and "Phoenix" are Fuller's Specifications you, so it's important to go to the right store to get them, and you have the best that any Agents' names and addresses are on our card make—long service printed in the memo coupon below. Cut it out and put it in your pocket.

For all exterior jobs of painting it is advisable to obtain the services of a Master Painter

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100 lbs. Chick Mash\$3.25
100 lbs. Meat Scrap\$6.00

50 lbs. Charcoal\$2.50
100 lbs. Ground Bone\$3.25
100 lbs. Egg Mash\$3.25

SPECIAL
100 lbs. Dairy Feed
\$1.25

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