



known to her by an electric signal. With the thousands of calls in daily telephone traffic, if the operator, to secure this information, were compelled to listen on the line of the party called, prompt serv-ice would be out of the question.

This delay is eliminated by an electric device which in the fraction of a second automatically indicates that the line called for is in use.

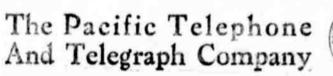
When "busy" reports are repeated on successive calls for the same number, it is generally due to an immoderate use of the called line. The length of a telephone conversation is obviously beyond the control of the telephone operator. Have confidence. in her when she makes the report "the line is busy.

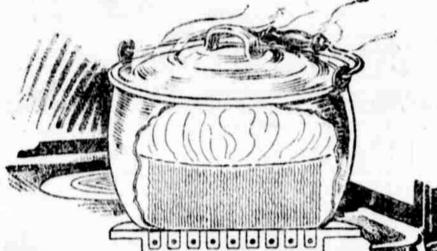


Electric Cookery

Correct Cookery

19





lawn, flowers and shrubbery Well of hest water, electric lights, motor and pump. Hatched 30,000 chicks, and sold \$3,000 worth of sibilities and assuring friends that it poultry the past season. Fruit, cream and eggs brought \$2,000, Two must rely on their own tact and men do the work. Two years net re- ability to steer a safe course between venue will make the purchase price. Everything included except furniture they hope to take any gold cut of A beautiful home and a money the country, maker, Price \$9,500, Terms on The Nile !

half.

Address Maywood Poultry Farm, W. H. Harris, owner, Corning, Cal.

The Nile is driven by an 80 horsepower distillate engine and so constructed as to be able to accommo-

is possible for Americans to live among the bolsheviki, although they

date a small gun on the after deck.



Electrical Heat -Perfectly Concentrated

PERFECT cookery demands perfect concentration of heat. The electric units which concentrate the heat directly under the cooking utenail, thereby sending it all into the food, are exclusive features of the

Hothoint ELECTRIC RANGE

There is no open flame to waste the heat or to raise the temperature of the vessel except at the one point of immediate application.

You can boil, broil, stew, fry, roast and bake the Hotpoint Hughes way with the best results and greatest economy.

The Hotpoint Hughes oven, with its thick, insulated walls, retains all the heat, applies it evenly to the roasting of meat or poultry, and completes the cooking by means of stored heat.

Inquire about our special cooking rate.

The Hotpoint-Hughes ranges can be purchased at very reasonable prices because we buy them by the carload. See us about where to get a range on reasonable terms.

THE CALIFORNIA-OREGON POWER COMPANY

"Is the Product Right?"

It is a maxim of advertising ing that a poor product cannot be successfully advertised. It may flash upon the scene with brilliance, become the talk of the hour, and to all appearances be destined to set new records, but unless it is and does what is claimed for it, no amount of printer's ink and artist's colors can give it permanence.

Once in a while some article of merchandise will appear to defy this rule, but not for long: Public response, at first, perhaps, quick and active, becomes slower and slower. Sales fall off. The business grows sick, and in a few months or a few years, the very name of the product is forgotten.

Advertising men know this so well that today the first question upon which they must be satisfied before they will recommend advertising to any manufacturer is - Is the product right?

And merchandise that is right -mermandise that will satisfy in service-merchandise that will bring customers back for another purchase is the first requirement of the jobber and the retailer who expect to endure and flourish.

There is no better assurance of this kind of merchandise than an advertising pledge to the public.

The Evening Herald "COVERS THE KLAMATH FIELD"