

# GOOD SELLING METHODS WILL BRING BUYERS

### Perry B. Arnold Gives Address on Business Principles

"Better selling at home will result in the public buying at home," said Perry B. Arnold, president of The Arnold Sales Training Institute last night in speaking to an interested audience of 150 employers and employees at the first meeting of the six night institute being given in the auditorium of the City Library.

The importance of training and constant attention to the personal side or the human element in business was stressed throughout the address. Mr. Arnold stated that in most cases the organization was a reflection of the management and the importance of rendering a service that builds friendship.

"Long faces will not get money out of anyone's sock today," the speaker said in his plea for the smile.

Mrs. Arnold stressed the points to be considered in employing the sales people as follows: personality, experience, age, character, memory, personal appearance, education, adaptability. In closing Mrs. Arnold stated "business goes where it is asked and stays where it is appreciated."

The classes will be held on Monday, Wednesday and Friday nights of this week and next.

Persia's parliament is called the "Majlis."

# Divorce Suits Are Filed In Circuit Court

After 27 years of wedded life, Mrs. Anna J. Lewis has instituted suit for divorce in Klamath circuit court from J. H. Lewis on the ground of cruel and inhuman treatment.

Mrs. Lewis revealed in her complaint that she had been married July 7, 1902 and that the one child, a daughter, was married. She is represented by J. C. O'Neill.

D. J. Wilson, who married 22 years ago, has brought suit for divorce from Pearl Wilson on the ground of desertion.

Wilson sets forth that of four children, one is married and the other three are in the custody of their mother who, he adds, is entirely capable of taking care of them. He asks for a divorce decree and for permission to visit his children.

# BIG AUDIENCE VIEWS MOVIES

A large and appreciative audience enjoyed the moving picture entertainment at the Hotel Willard ball room Monday night.

The program featured an interesting film on electric refrigeration, sponsored by the General Electric Company.

Of local interest was a film on "Copeco Current Events."

The feature picture brought out the many modern improvements in electric refrigeration and showed the details of the popular Electric Refrigerator.

The refrigerator is being displayed and sold in the Copeco electric appliance department.

# BUDD QUIETLY VISITS ROGUE

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vast potential tonnage possibilities are yet undeveloped.

The Hill line chief is reported to have made an automobile trip to Crescent City, Calif., during his three-day stay in this city.

In connection with the recent visit, it was recalled that Budd, 15 years ago, during the construction of the Pacific and Eastern railroad from Medford to Butte Falls, traveled by foot and horseback over the territory through which the proposed Owen-Oregon line would run.

An automobile party headed by Louis W. Will, chairman of the board of directors of the Hill line, now enroute to Crescent City, Calif., will reach Medford Thursday. Members of the party are expected to go over the ground covered by Budd on his visit two weeks ago.

The itinerary of the Louis Hill party includes Klamath Falls and Bend, with a trip to Portland over the Dalles-California highway. The party will stay here one day.

# LAY PLANS FOR FETE JULY 4TH

Louis Ringole and A. P. Craver amusement men of San Francisco arrived in Klamath Falls yesterday on business in connection with the approaching Fourth of July celebration to be held here July 2nd to 5th in connection with the Indian Congress. The entire celebration is under the direction of the American Legion.

# COLONEL GIVES FIANCEE PLANE FLYING LESSON

NORTH HAVEN, Me., May 21. (AP)—The second anniversary of Colonel Charles A. Lindbergh's New York-Paris non-stop flight found him apparently intent on further flying lessons for his fiancée, Miss Anne Morrow.

Possibility that the Colonel would celebrate such an event anywhere but aloft appeared remote.

It was not until yesterday, however, that the Colonel ventured into the air from the seclusion of the Morrow estate, with Miss Morrow beside him in the big six-passenger amphibian.

But it was the unusual action of the plane, as it taxied down the runway before the take-off, that led observers to believe that the Colonel himself was not at the controls. The craft taxied along the field several times before it finally shot sure and straight for the hop-off. The opinion was expressed that Miss Morrow had just completed a ground lesson.

# LINDY FOOLS EXTORTIONISTS

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ceived the first letter she showed it to school authorities. Her family was notified in a guard assigned to her. When the second demand was made it gave detailed instructions how and where the money was to be placed and named last Saturday afternoon as the time.

At this juncture Mr. Morrow's former partners in the firm of J. P. Morgan and Company were appealed to and the services of federal operatives were enlisted, but although Miss Morrow's impersonator adhered strictly to the instructions no one appeared to claim the package.

In the meantime, the Post asserts, the quick trip to Maine was planned and Miss Morrow's arrival in New York was timed for Colonel Lindbergh's hopoff. The aviator did not use his regular field in a further attempt to throw the would be kidnapers off the trail.

# THREE FLIGHTS ARE POSTPONED

(Continued from Page One)

who are planning a flight from Paris to New York, are awaiting favorable weather for the take-off.

They were forced to turn back last year by failure of their oil feed line after flying about 1800 miles.

Their route will be from Paris in the direction of the Pyrenees, then the Azores, thence to Nova Scotia and to New York.

# TUNNEY SUED FOR FORTUNE

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garnishing all banks in Stamford and Greenwich in which there was a possibility that Tunney had a bank account. It was stated that attachment had been entered against Tunney's estate, bought about a year ago in Stamford for a country home and which is assessed for \$14,000.

Mrs. Fogarty formerly lived in Fort Worth, Tex., where she secured a divorce. Colonel Field said she is not now in Connecticut but declined to say where she was staying. He said that at the present time there would be no further information about the case other than contained in the papers which would be on file in the superior court at Bridgeport.

STAMFORD, Conn., May 21. (AP)—Attachments were made against two pieces of property owned by Gene Tunney here today in an action brought by Mrs. Katherine King Fogarty, of New York against the former heavyweight boxing champion, in a suit for damages for alleged breach of promise to marry.

Officers left to file complaint in the suit at the superior court in Bridgeport.

# LET CONTRACT FOR BUILDING

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parish house will correspond. Light faced brick of four color effects ranging from tan to a color bordering on pink will be an added attraction.

One of the features of the new building will be an 82-foot tower—the dome will be of copper and east stone ornamentation. Other construction features will be acoustic plaster which will prevent echoes and a Spanish style roof. Plans were drawn by the architectural firm of Barrett and Logan.

The present church building will be moved to the rear part of the property and utilized in the future as a parish hall. The old church building on the corner of Eighth and High will be demolished.

The new church will have a frontage on High street of 152 feet and on Eighth of 124 feet. It will seat between 650 and 700 people. In addition to the main chapel, there will be the tower room, the Baptistery, the Sacrosity and the Winter Chapel. The church will be ready for occupancy next October.

# Musicians To Hold Big Ball This Evening

Dance lovers of Klamath will revel in delight at the Altamont hall tonight, when four orchestras will play continuously throughout the evening at the annual Musician's Ball.

The dance will start at 9 p. m. and the orchestras will take turns playing. Special favors will be distributed to guests.

Members of various orchestras to participate are: Lee Craft's orchestra will have Melvin Pickell, Arthur Reed, Joe Sollenberger, D. E. Hartsell, Sid Darling, Newton Nelson, Larry Moon and Jack Smith.

Les Salling's band will have Harold Halaas, Baldy Evans, M. D. Strader, Gus Lotge, M. J. Kocourek, Newton Nelson, Joe Dokus.

The Blue Jackets have V. A. Andrus, director; Red Chapman.

FREE DANCE AT KENO Wednesday Night Markles Place

J. F. Olin, Leland Charlie, Francisco Larson, Pan Anders, Peter Silano and Arthur Reed. Jack Downing's band will have Dewey Powell, Lloyd Webb, Lloyd Derby, S. Vivian Pickett, Billy Cleve, L. J. Stein and Ivan McCord.

Elephants are known to live from 150 to 200 years.

"He Shall Despise Their Image" Hear Evangelist Steyffeller at Klamath Temple tonight. Services every night. You are welcome.

# Dollar Day at



# SATURDAY

## May 25th

FREE DANCE AT KENO Wednesday Night Markles Place

# Let's Be Honest About It—

By K. Sugarman



## Let's Admit that there's a Reason—

for everything and then see if we can't get some understanding of price—some understanding of price and value as related to the purchasing of clothes.

To really see the— true situation we must mix human nature and business. It's human nature to want to get something for nothing—but it's not the nature of business to give anything worthwhile for nothing—or even for a cheap figure. It simply can't be done.

Buying merchandise for price alone— satisfies the desire to outsmart the other fellow, to get the better of the buying game, to get something for nothing. Af first it also satisfies the necessity of a good appearance. And then it rains, or the suit you bought goes to the cleaners, or just natural wear takes place, and there's a consciousness that someone else has gotten the better of the argument. The suit is actually shabby—the style goes with the first pressing and the price buyer is ready for a lesson in value.

He Begins to understand that a— thing is cheap because something has been omitted. Tempering, materials, and tailoring have been inferior or slighted. Something he pays for in a better suit isn't there.

Then he decides to buy a suit— from a house where only good clothes are sold. And his suit wears and wears, people tell him how well it looks, how well they like it, and it holds its style and even looks well when he finally gives it away. That's the satisfaction that comes from real value. You pay a little more but you get decidedly more.



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Mrs. Fogarty, it is understood, met Tunney at Hot Springs, Ark., in the early part of 1925. She obtained her divorce from John Fogarty, it is understood, on May 29 of that year. She has a daughter aged about ten years.

NEW YORK, May 21. (AP)—Mrs. Katherine King Fogarty is out of the city, the clerk at the San Carlos hotel, where she has an apartment, said today. Mrs. Fogarty left no word as to her destination or when she would return, the clerk said.

# SALE OF COATS

OF

# COATS

For Ladies and Children



We can truthfully say that these are just as marvelous values as we have ever offered in previous events.

These Smart Coats of Tweed, Soft Finish Broadcloth and the very fashionable silk Coats—new collars, new cuff effects and the very smartest shades of tan, gray and brown also in black.

Dress Coats	Value \$49 Reduced to	\$37.50
Sport Coats	Value \$39 Reduced to	\$32.50
and	Value \$29 Reduced to	\$23.75
All Occasion Coats	Value \$19 Reduced to	\$15.75
	Value \$16.75 Reduced to	\$12.25
	Value \$12.50 Reduced to	\$9.75
	Value \$9.75 Reduced to	\$7.95
	Value \$6.75 Reduced to	\$4.75

Ring 599 for Appointment Moe's Beauty Shoppe

