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FRANK JENKINS

Herald and News



WEST-HOLLIDAY Co., INC.

Advertising Roundup

By DELBERT ADDISON WHEN a person gets lost in the woods he

ing for some bigger guiding sign. The person interested in business and ad-

the number one bureaucrat.) . . . back in those

days the first sign of hope came when we

realized that the auto industry was humming

and that Klamath dealers were starting to do

At the beginning of 1942 nine out of ten pre

-the first business casualty of the war. These

dictions said that the auto dealer was through

predictors didn't reckon with the fact that the

auto dealer is a pretty ingenious individual.

He had to be, to survive the keen competition

True, some doors did close-a couple in

Klamath Falls, But the others made ad-

justments, and though you'll find an OPA or a display of farm machinery in their show-

rooms, still they are going businesses. They

are even advertising. Not a tenth the volume

of 1941 of course, but they're not asleep at the

switch and they're doing a good job. The

All at once, you get the feeling of a new

is still going down. But, the hand to mouth outlook is being supplanted by a long-range,

You get the feeling that the advertiser has

looked at the worst, or is looking forward to

the worst yet to come, and can see the other

Advertising is Business Insurance

WE'VE had evidence of big advertisers (and

W they don't spend their money just for the fun of it) operating on the theory that

is to help direct people into the fundamentals

can our own, instead of depending on Del

Monte. Maybe we'll be glad to go fishing

again some day instead of gardening, and will

If the advertiser who, a year ago, pulled in

Advertiser Like Duck Hunter

THE perfect ad is never written. The perfect-

The person who is waiting to write the per-

The advertiser is like the duck hunter. If

he waits for the perfect day and the perfect

shot he won't have many ducks to pick. But

the gent who keeps plowing through the mud

Planning advertising and trying to analyze

the trends is like scanning the skies and plug-

them, and his butcher suffers for a while.

grocer's shelves for provisions.

Progress Not Dead

has always ushered in.

he made today.

best insurance of their future business

vertising, lost in the maze of

federal rules and restrictions, may well look for the real

Let's forget the current set of rules and the number of

small businesses closing their

doors, and look for something

Blue Eagle (Remember? The late Hugh Johnson was then

Back in the days of the

signs of the times.

of the business.

auto business has survived.

Long Range Outlook

commitments for tomorrow.

manufacturer alike.

of the day.

stops looking for tracks and starts look-

Member of Audit
Bureau Or Circulation

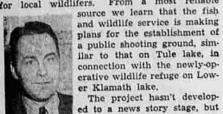
Represented Nationally by

MALCOLM EPLEY

ADDISON

Today's Roundup

NEXT week is national wildlife week, and here's starting it off with some big news for local wildlifers. From a most reliable source we learn that the fish



ers this fall.

is in the wind, and the public shooting ground will EPLEY probably be open to bird hunt-It will be remembered that the fish and wildlife service, when it began operating the Lower Klamath refuge after the completion

of the Lower Klamath-Tulelake tunnel, closed

the Lower Klamath refuge area to hunting.

There followed widespread complaint among

Operative parts of the refuge all lie south of the California line, and therefore the public shooting ground will be south of the line. Lower Klamath lake areas north of the line are already open.

Exact location of the proposed public shooting ground has not been reported, but it presumably will be near or on the state line.

We learn that the fish and wildlife service is permitted to open a part of the refuge for the reason that the Lower Klamath refuge was established prior to 1929. On such refuges established since that date, the rule is that parts of them cannot be opened as is planned in this case.

False Picture

WHEN designated by President Theodore Roosevelt, the Lower Klamath refuge covered a vast area in Lower Klamath lake on both sides of the state line. This huge area was never operated as a refuge, but after the tunnel was constructed to permit delivery of water to Lower Klamath from Tule lake, an operative refuge was formed south of the state line in Lower Klamath. There are more birds there now than on Tule lake.

A year or two ago, when there was discussion of the effect of birds on aviation here, it was reported from Washington that an executive order was to be made abandoning that part of the Lower Klamath refuge in Ore-

We supposed that had gone through, but a local fish and wildlife representative says he had not heard of such action.

If the Oregon area has not been abandoned as a refuge, it should be done. Also, the fish and wildlife service should discontinue the refuge on Upper Klamath lake, which is serving no valuable purpose.

The reason local aviation enthusiasts wanted the Lower Klamath refuge formally abandoned as to the Oregon areas is that it shows on many maps, with the boundary not far from the local field. Inasmuch as it is not, in fact, a refuge, it thus presents a false picture to persons unfamiliar with the facts.

It ought to be abandoned and taken off the

Tonsorial Squeeze

THE last session of the legislature, good as it was supposed to be, had its weak mo-ments. In one of them, it passed senate bill 37, the "barbers' bill." Governor Snell signed the bill Friday.

This measure permits barbers in any given county to establish minimum prices upon a vote of 70 per cent of the licensed barbers affected.

The effect, of course, would be to put the squeeze on the little guy who, on the outskirts squeeze on the little guy who, on the outskirts his horns, believing we were heading for some somewhere, sets up a shop and sells shaves and sort of a communistic, regulated existance, if haircuts for less than the bigger shops. The he is gambling on the future again then prolegislature and the governor should not stoop gress isn't dead. to aid such a purpose.

This writer wouldn't patronize the little guy in question, but if he wants to set up shop and sell haircuts for a nickel, complying at the same time with rules of sanitation, etc., that should be his right and privilege. If this measure isn't unconstitutional, then the constitution doesn't mean what we thought.

One of the unpleasant things about gas rationing is that because of it we see less of our friends from neighboring towns. We haven't encountered a friend from Lakeview or Alturas in a long time, whereas in the old days folks from such places were frequent visitors hereabouts and sometimes came to our office, where they are always welcome. We happened to see an old friend from Merrill this morning, and realized he might just as well have been living in Florida so far as concerns visiting with us any time in the last six months, We'll be happy, some day, to get acquainted with our neighbors again.

House Farm Bloc Speeds Parity Bill

Senate Approval Seen

Senate Approval Seen

Senate approval was freely predicted, but indications of a presidential veto came from chairman Sabath (D-III.) of the farm bloc, in complete control, forced the issue.

There were few city members on the floor when the bill was called up, most of them having sone to the proposal as being of an inflationary nature.

Senate Approval Seen

Senate Approval Seen

Senate Approval Seen

Senate Approval Seen

Senate approval was freely ing would be increased less than \$1,000,000,000 this year by his measure.

Training Course— The Girl Scout leaders will have a four-hour training course Tuesday and Thursday evenings of next week starting at 7:30 o'clock at the chamber of commerce it was announced. Mrs. Dent Savage

DR. E. Mo. 7th — Esquire Theatre & Proposal as pending of the contented the cost of living would be increased less than \$1,000,000,000 this year by his measure.

Training Course— The Girl Scout leaders will have a four-hour training course Tuesday and Thursday evenings of next week starting at 7:30 o'clock at the chamber of commerce it was announced. Mrs. Dent Savage

listed for consideration next would boost 1943 food prices as much as \$3,500,000,000, but

having gone home for the Former OPA Administrator announced. Mrs. Dent Savage week-end. Pace's bill had been Leon Henderson estimated it will conduct the course.

SIDE GLANCES



"I've arranged a job for Wilbur at Tom's farm as soon as school's out-that'll help solve our rationing problem!"

BRITISH SHIPS SLUG JAPS IN

(Continued From Page One) OR the past year or two advertising generalbases above Australia, with tles. bombing and machine-gunning ly kept going on a hand to mouth basis. attacks from the Banda sea to

Some advertisers quit, waiting until "conditions were right." Others kept up, knowing they doing all right today but making no Japanese counter-attack launch-ed after the retreat of eight enoutlook in the business, and this comes from the little country retailer and the big city emy columns south of the Yangtze river. There's no upswing in advertising, the volume

The Japanese, who crossed the river on a 100-mile front, started their counter-offensive Thursday, but were driven back despite aerial cover.

(Continued from Page One)

the present world war, but ex-Blitz-Weinhard devoted over a quarter page pressed the opinion that endur-ing peace after this war can come only if the allies approach Thursday to Victory Gardening. This may seem a far cry for a brewery, but if people eat well the peace table "without rancor they're more inclined to enjoy a glass of beer. Del Monte recently advised us to grow and or poison.

Lowden was 82. He lived on his farm near Oregon, Ill., but spent the winters in Arizona for his health.

remember Del Monte when we look over the During the 25 years he spent in active politics, Lowden held only two offices — congressman Local stores, that can sell about all they can get now without giving real service or doing any advertising, are keeping at it. They'll get and governor-but few men in history came closer to the presidency of the United States with-out attaining it. His last years our first call when the scales tip the other were spent quietly, but upon numerous occasions he was consulted on republican party af-HE whole point is that advertising depends fairs by midwestern leaders, particularly regarding agricultural THE whole point is that advertising depends and services are the things that advertising policies.

Klamath's Yesterdays

From the files — 40 years ago.

From the Klamath Republican ly planned campaign is never executed. March 20, 1903 Advertising moves too fast. Yesterday's ad is The stage due here from Ashdead and tomorrow's ad isn't published. (But like yesterday's dead newspaper, the ad had contributed its bit to the way we live.) fect ad will still be waiting tomorrow. He'll be waiting until "conditions are just right," and someone else will have published the best few miles west of town, an accident occurred and wrecked the vehicle, though fortunately ad of the day . . . and will be planning to-morrow's ad with knowledge of the mistakes no injury to the three passen-gers or driver occurred. One of

Another new sawmill is to be erected in the Jenny creek disand swinging with the teal learns how to lead trict.

the single trees broke.

From the Klamath News March 21, 1933

Today's paper carried an ed-itorial urging the plowing out of the snow barriers preventing ging through the mud. You either get the feel travel to Crater lake.

> lator, will address the League of Women Voters tomorrow re-SUCCESSFULLY TREATED

Ralph W. Horan, state legis-

NO PAIN - NO HOSPITALIZATION No Loss of Time Permanent Results! DR. E. M. MARSHA Chiropractic Physician 220 No. 7th — Esquire Theatre Bid: Phone 7065

EDITORIALS ON NEWS

New Guinea and finish it off

marked increase in the area north of Australia. In the area north of Australia. In the area north of Australia. In the send 18 of their bombers, losses" in several escorted by 32 fighters against fighting.

Allied headquarters announded and a lock and a

New Britain.

On the China front, a China communique reported that Burmese coast. Note that the Generalissimo Chiang Kai-Shek's armies had crushed a creasing steadily in intensity.

ON the home front (as usual) we read of efforts to boost wages, boost ceilings and boost farm parities.

much of the talk revolves around the MONEY we think we're entitled to get. On the fighting fronts, it is LIVES that are at stake.

A WASHINGTON dispatch to-day tells us that Anthony Eden's week of conferences here seems to have focused diplo-matic attention on soviet-American relations.

Regardless of what the dip-lomats may think, we common, everyday citizens out in the sticks are convinced that as long as the Russians keep on fighting Germans as fiercely as they're doing they're entitled to our warmest commendation and sincerest co-operation.

SUPPOSE the Russians do want a rather large finger in the European ple after the war is

They couldn't possibly do a much worse job of peace making than the western European nations have done in past centuries.

ANYWAY, let's win the war be-fore we start quarrelling with our allies about the kind of peace we're going to make.

Coal Operators Ponder Offer to **Extend Contract**

(Continued From Page One)

journed their separate conferences until 2 p. m. (EWT) to-

day. Lewis said earlier this week that his 450,000 union mem-bers would not trespass on the operators' property April 1 without a contract. Conferences land yesterday morning didn't without a contract. Conferences arrive until noon. During the for a new agreement have been in progress here since March night the horses got into the in progress here since March miry spot in the road west of 10, with the union seeking. Chase's station, and progress among its demands, a \$2 daily was delayed several hours. A of \$8 daily for all who work in the coal fields. Mrs. A. E. Burkhardt was 1940

U. S. crocheting champion

(Continued From Page One)

with four direct bomb hits. Today's Pacific dispatches report that the Japs are showing a marked increase in air strengtn

IN the Bay of Bengal, British

You'll note that here at home

OIL TO BURN - For Union CHIMNEY SWEEP, Phone 7149. FOR THE BETTER grades of

liveries, try Fred H. Heilbron-ner, 821 Spring street, telephone 4153. Distributor Shell Heating Oils.

FOR RENT-Close in. 3-room furnished duplex. Phone 3086. 3-20

WANTED — Used gas heater Phone 8262. 747 N. 9th. 3-23 FOR RENT-Small modern fur-

nished house with garage Phone 3756. MODERN 2-room furnished Apt Hot Springs district, 3401 after

FOR SALE-23 Royal Trailer coach; equipped for 4 persons,

\$975 cash. 324 Broad St. 3-20 LOST-37 Ford gas tank cap and bunch of keys attached

Reward for return to 703 N 9th or phone 5426. 3-20 WANTED

Woman To Handle ALTERATIONS

SALESWOMAN

Must Be Experienced CRAIG'S

617 Main

ELK'S ST. PATRICK'S DANCE

10 to 1, Saturday Night March 20th

PAPPY GORDON'S ORCHESTRA Elks and Their Ladies Only

Eden Views Soviet, American Problem

U. S. TROOPS

(Continued from Page One)

premacy in the air.

El Guetar.

vehicles

still delayed.

118 North 7th.

on the central Tunisian front the

Position Captured

southwest of Bizerte, and re-pulsed two axis attacks on the

TOO LATE TO

CLASSIFY

fuel oils, accurate, metered de-

(Continued from Page One)

editorial, "will not be settled by the enunciation of general prin-

ORGANIZE NEW those who possess military and economic power on the largest scale, and are prepared to exercise it within the confines of Europe, organize that power in common for the fulfillment of common purposes for the ben-efit of all."

plane. In the south the western desert air force was still looking In his round-table conference for enemy tanks stuck in the sand. The dust storms were rewith congressional foreign afand Libya.

An RAF source today deportance of existing harmon-ious collaboration between Rus-Scribed the enemy's position in sta, Britain, the United States
Tunisia as the shape of a man's and China, and to have exhead stretching down to the Mareth line and with allied air time collaboration would be

ready to squeeze. Hit From Two Sides Allied fighters from one side are now able to reach a target at the same time as bombers from the other and give them protection of the other and give them protection. tion. This cooperation was grad-ually stripping advanced axis air fields and maintaining clear su-

forces gripping the throat and carried over into the postwar

Bayonet-charging troops of Gen. Sir Bernard L. Montgom-ery's British 8th army were re-(Continued From Page One) debt is forgiven," the report ported to have won new ground in the Mareth line zone, while

Bitter Fight Seen

Issued over the signature of Americans slogged ahead Chairman Doughton (D.N.C.), it through torrential rains and mud offered a preview of the bitter their bloodless capture of fight anticipated next week between administration support-ers and backers of the Ruml Italian headquarters asserted plan over just how taxes shall that Col. Gen. Jurgen von Ar-nim's axis forces had captured be collected and whether the 1942 taxes will be dropped in order to get the nation's tax-"an important position" in north-ern Tunisia and that the British payers on a pay-as-you-earn basis.

A minority report, wrapping up the views of several repub-lican members of the commit-tee who have endorsed the ced yesterday that the British and the who have endorsed army had withdrawn from the Ruml proposal for turning the village of Tamera, 45 miles Ruml proposal for turning the hands of the tax clock ahead a could want of Bizerte, and reyear, is expected to be filed to-morrow.

pulsed two axis and line.

Ist army's new line.

Allied Losses

The fascist communique said most frightful war in the history of the world," declared tory of the world," declared tory of the world, and allied losses included 1600 pris-oners, 16 tanks, 30 guns and 70 the majority report under a sec-000,000 of taxes be forgiven?" The allied-controlled Algiers "This is no time for experi-

radio reported fresh gains by the British 8th army, but frontline dispatches said Gen. Montgomment. We must make every ef-fort to raise all the revenue the ery's long-awaited grand assault economy of this country can on the Mareth fortifications was reasonably bear by true and tried methods. Every effort should be made to encourage Get your insurance on easy taxpayers to pay as much tax payments from Hans Norland, on their current income as they

desire. sire to make such advance payments should not be forced do so. In a great many instancheating oils phone 8404, Klamath Oil Co., 615 Klamath Ave. es, the payments of more than

Postal Employees 3-29 Get Pay Increase

WASHINGTON, March 20 (AP)—The house of representa-tives passed with but four dissenting votes out of almost 400 yesterday a bill (HR1366) to increase postal employees pay up to \$300 annually after three 4-30 northwest representatives had spoken in favor of it.

JAP SUB HIT LAE HARBOR

(Continued From Page One)

and shore installations from the Banda sea area northwest of Australia, to New Britain were sand. The dust storms were re-ported as bad as those in Egypt ported to have stressed the im-and Library marine destruction was the high spot of the report.

Only a preliminary account was furnished but it was believed that the action pointed up the fact that the Japanese had been forced to use submarines to run supplies to their garrisons at Lae and Salamaua since allied air power had smashed Jap-anese convoys, like the 22-ship fleet destroyed in the Bismarck

From Vice Admiral C. E. L. Helfrich, commander of the Netherlands navy in the southwest Pacific, today came the statement, however, that the Bismarck sea triumph was "only one small factor in eventual world victory. We shall need a hundred such victories to win the war."

Bike Stolen-Keith Bates Jr., 1951 Erie street, reported to city police the theft of his Hawthorne bicycle from his home this week.



No Rationing for this kind of Porker!

There has never been any rationing of thrift . . . and there never will be! The future still belongs to those who prepare for it.

Save through War Bonds, to help win the war.

Save through life insurance as a permanent financial program. It can be successfully arranged through

John H. Houston REPRESENTING THE EQUITABLE LIFE ASSURANCE SOCIETY



For years, Americans have been the world's most active telephone users. To maintain and steadily enlarge the Nation's network of Long Distance lines calls for huge amounts of metals and other materials.

Now those materials have gone to war. For "the duration," the telephone network must get along with about what it has. The soldier with his portable telephone in Africa, the marine with his rifle in the Solomons, the pilot over the Aleutians, need copper, steel and other things-need them more than their fellow-Americans do at home.

Because more telephone lines cannot be built at this time, we make this request:

That only really necessary calls be made to war-busy centers.

For your understanding and continued aidour thanks!

Your Dollars help To make possible the AMERICAN RED CROSS

THE PACIFIC TELEPHONE AND TELEGRAPH COMPANY 120 North 8th Street