## Editorial and Feature Page of Klamath New

THE KLAMATH NEWS
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## DID YOU EVER STOP TO THINK

THAT advertising is one of the most important its of every business
THAT advertising must be done in a way that will stimulate the poople to a more favorable attitude toward the business advertised.

THAT it must be done in a way that will best
THAT it is a good idea to change things around often, arrange stocks so they will look a little different to the customers each time they come in. The same old set-ups gets tiresome; a good looking stock eips sales.
THAT it is the customers who make a business possible, so too much attention cannot be given to service. Advertising will bring the customers to the doot, but it takes the right service linked to the ght goods to sell them.
THAT the right kind of advertising is necessary to develop new business, but it must be given time. It won't do all the work, but it will do more than its share
ADVERTISING IS SERVICE AND THE PEOPLE ARE EXPECTING THIS SERVICE. THE BUSNESS CONCERNS THAT DO NOT GIVE THE PEOPLE WHAT THEY EXPECT ARE JUST LOSING-THATS ALL.

## CLEAN LITERATURE

In many of the states west of the Mississippi the whog and prospector still ride their bronchos and uncs and live lives of romance, adventure and ex-ration-the basis of western open air literature The western literary product includes moving ctures, action stories, cowboy songs and frontier aliads, and thousands of story, verse and song writers supply the world with this material that is read by millions.

Two years ago Col. E. Hofer, of Salem, Oregon, life-long newspaper man and publisher, establishd a western literary monthly, The Lariat, to encourage western writers, set higher standards, and fight degenerate products.
In its third year, it is followed by The Lariat Story Magazine, published by Real Adventures Publishing Co., New York, and the North-West Writers Bureau at Salem, Oregon, making a market for literry products of the open air and adventure stories popular magazines.
While thrilling with the romance of a new and bust civilization, western writers as a class turz out clean, vital, wholesome literature singularly fres $m$ all taint of degeneracy.

> Carpets should be worn on the feet, not on the

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By ARTHUR WYNNE,
From large to small in 18 strb

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