

TRAVELING MAN SAYS KLAMATH TRADE CAN BE GOTTEN

Believes That Portlanders Can Secure Trade From This Section If They Will Persist.

(By a Traveling Man.)

From time to time complaint is voiced that the major portion of the trade in the Southern Oregon counties, especially those lying east of the Cascade mountains, is going to San Francisco instead of to Portland, where it should go, and the blame is placed in various quarters. There seems to be but one place to put the blame—on the shoulders of the jobbers who are not getting the business. The way to get trade is to go after it, to keep going after it, then to hold it with goods of merit and right prices. Since the golden days of '49 San Francisco has been the supply point for Northern California and Southern Oregon. The traveling salesmen of the Golden Gate city cover the field regularly and at short intervals, and they nurse the trade to hold it and keep it away from Portland. This is right for them to do, and is what they are getting paid for, but there is no reason why Portland jobbers should not make as great efforts to secure the trade now held by San Francisco as are the efforts put forth by those San Francisco people to hold what they now have.

A few, and only a few, Portland traveling men go south of Ashland. Generally when they reach the Siskiyou they turn their faces northward. By so doing they leave the prosperous towns of Northern California and those of the Southern Oregon district east of the Cascades to the San Francisco salesman and his goods. A short distance south of the mountain barrier, a railway line now gives access to the Klamath Basin, and here is a rich field for the Portland dealer if he invades it and keeps on invading it until he secures the trade. If his goods and prices are right—and no one for a moment questions Portland goods and prices—he will have at least an equal chance for the trade there, and when a determined effort, regular and systematic, is made to secure that trade and a good showing is made, there will be no difficulty in making traffic arrangements that will admit of shipping goods to that part of the state with as much ease and dispatch as is found now in shipping Portland goods to the Coos Bay country by steamer.

Portland More Convenient

That the trade of that section of Oregon and even a portion of the Northern California trade, can be diverted to Portland has been proved in the past. A large manufacturing concern in an Eastern city, with sales houses in all the larger cities of the West—of the entire country—has one of those houses in Portland and another in San Francisco. This house, the Portland branch, has a traveling man making the northern portion of California regularly and getting the trade of the northern counties in the Golden state. With this house there is no sentiment in the matter. Portland and San Francisco look alike to the magnates controlling the destiny of the firm, and the trade is handled from the branch most conveniently located. Why, then, does the Portland branch handle the Northern California trade when San Francisco secures nearly all the other trade in the same territory? This Portland traveler makes his territory regularly and enjoys a lucrative business. The merchants handling his line at retail in that section of California look forward to his coming as much as they look forward to the coming of the San Francisco salesmen in other lines, and give him as good a business as they do those from the southern city. Another Portland concern, a grocers' specialty house, has a lucrative business in Northern California, as it has in Montana in the territory that is more directly tributary to Spokane and other jobbing towns than to Portland, yet the travelers of the house have invaded the territory, under difficulties and at large expense at first, it is true—but they have made it pay by sticking to the job. The result is their business has been established on a sound footing in this territory, and the stream of dol-

lars in payment for goods so shipped from Portland is one that gives satisfaction not only to the salesmen who pioneered the trade, but to the managers who had the foresight to send their men in there and kept them hammering at the retailers against competition of jobbers of other cities who claimed that particular trade as their private heritage.

Quitting Too Soon

Some other Portland houses have made the attempt to invade the Northern California and Klamath county field and have given it up because it has not paid. Pioneering does not always pay from the start. It costs money for a time, and the balance will not always be on the right side of the ledger in the early stages of the work of pioneering. That is true in all lines of endeavor. But with the solidity of Portland jobbing houses, with ample capital to back up any effort to secure new business that all Portland jobbing houses possess, this field can be developed into profitable business.

There are rich sections in Northern California which the traveler going through that part of the state by rail does not see. Scott valley, to the west of Montague, and reached from the old mining town of Yreka by stage, is a gem set in the mountains, and here a thriving trade is enjoyed by large business concerns. How many Portland jobbers have ever tried to secure even a small part of that trade? The woods around Mt. Shasta, where some of the largest lumbering concerns on the continent employ thousands of men and use trainloads of merchandise in supplying their employees—how many Portland concerns have ever seriously tried to secure a portion of the trade going into those woods? The Klamath country, by way of the new railroad leaving the main line of the Southern Pacific at Weed, is easily accessible and efforts have been made to secure a part of the business of that section for Portland, but traffic arrangements are not satisfactory. How long will traffic arrangements remain unsatisfactory if a determined effort is once made to secure the business of that empire for Portland? If Portland jobbers will go after that business and secure it, so that, instead of small shipments, carload lots can be sent in, traffic arrangements will be forthcoming that will be satisfactory, especially since the indications are good for a north and south line from the Columbia river into that country, to be completed before long. The promise of early competition from the Oregon Trunk will be a factor in securing traffic arrangements on the line already into the Klamath country if traffic in sufficient amount can be offered to make this worth while, and this can only be done by the expenditure of money in going after trade that will make this possible. But one or two trips of a traveling salesman into a new territory, already thoroughly covered by competitors, will not be a paying venture. The salesman must keep on going and not be discouraged if the balance at the start is on the wrong side of the ledger. The people of Northern California and the Klamath country are friendly to the Oregon metropolis, and if they are assured of prompt and even-handed treatment, their trade can be diverted to Portland in time.

Another thing in favor of Portland's trade-getting in the territory under discussion is the personnel of the salesmen. Portland has as fine a class of traveling salesmen as any city in the world. As a class they are gentlemen in the highest sense of the word, and compare more than favorably with those met in Northern California representing San Francisco. The Portland traveling man, wherever he goes and meets in competition the salesmen from other sections, has nothing to fear in the comparison, and merchants everywhere regard the men representing Portland houses as welcome visitors.—Portland Telegram.

Steel car wheels turned out by a Pittsburg company are called "noiseless" because they will last three and a half times as long as the old style ones and are guaranteed not to wear flat.

GREATEST PRECIPITATION IN OVER 18 YEARS

Within the Past 86 Hours More Rain Has Fallen Than Ever Before in Entire Month of November.

During eighty-six hours three and a quarter inches of rain have fallen in this vicinity, as recorded at the government reclamation offices. For eighteen years a record has been kept, and this is the greatest precipitation ever known at this season of the year; in fact, this exceeds the total precipitation for any previous whole month by more than an inch.

Last year for the month of November the total precipitation amounted to 1.08 inches and the total unmelted snowfall was 1.9 inches. The lowest temperature reached as recorded by degrees Fahrenheit was 19 degrees above zero on the 26th inst. This year the thermometer has already registered as low as 12 degrees above. In 1908 for this month the greatest rainfall recorded within 24 hours was 0.47 inches, and during the entire month there were but nine rainy days. The greatest precipitation in 86 hours, from the 20th to the 23d of the month, amounted to but 0.86 inches. In 1907 the entire rainfall for the month was only 0.35 inches.

The month of November this year has been in many respects an unusual one, yet the farmers and ranchers agree that they will profit next year when it comes time to reap their crops, and though the roads are a little muddy and difficult to haul over, there is practically no fault to be found beyond the momentary inconvenience.

A recent article in the Electrical World contains the following data relative to the utilization of the energy from Niagara Falls. Of the 5,000,000 horse-power represented by Niagara Falls, only about 5.5 per cent is being utilized. Of this 126,800 horse-power is employed in electrochemical processes, 56,200 horse-power for railway service, 36,400 horse-power for lighting, 45,540 horse-power for various industrial services; 12,300 horse-power is transmitted over more than one hundred miles, 33,500 horse-power between seventy-five miles and one hundred miles, 3,100 horse-power fifty miles, 79,640 horse-power between ten and thirty miles, while 145,400 horse-power is used locally, showing that many industries have been attracted to Niagara Falls because of the favorable electric power conditions to be found there.

This Explains It

It is not strange that Minnesota is classed as the best governed state. More editors are elected to office in that state than any other.—Augusta Herald.

The Human Cyclone

When La Follette is not talking in the senate he is talking on the lecture platform. He is a continuous and ceaseless wind.—Los Angeles Times.

Pearl Worth \$3,000 Found in River
James Gray of Washington, D. C., has sold at Terra Haute, Ind., for \$3,000 a pearl which he found in a White river mussel. The pearl weighs 34 grains, and was the finest, as far as is known, ever found in Indiana. Gray found two slugs a year ago which he sold for \$250.—Des Moines Dispatch.

GENEROUS DONATION

The soliciting committee of the Woman's Library Club, who are getting up a turkey dinner for Thanksgiving day, are wonderfully encouraged by the generous donations made.

Klamath Falls citizens always come to the front nobly when the public library is to be benefited, and this promises to be one of the times where they are showing the best spirit.

This committee will call on the rest of you later.

Seattle.—Judge Mitchell Gilliam of the supreme court surprised the city by a sudden call for a grand jury. Business men are said to be back of a move to investigate city and county officials. All the judges of the supreme court concur. A big scandal is expected.

FORTY THOUSAND DOLLARS

City of Klamath Falls, Oregon, Sewer Bonds

Sealed proposals will be received by the undersigned, Police Judge of the city of Klamath Falls, Oregon, until 6th day of December, 1909, at the hour of 1:30 o'clock in the afternoon of said day, at which said date and hour at the city hall in said city, all proposals to purchase said bonds will be opened and considered, for the purchase of \$40,000.00 coupon sewer bonds of said city, or any part thereof, to be issued in pursuance of Ordinance No. 130 of said city, adopted by the Common Council of said city on the 22d day of June, 1909, and as amended November 2d, 1909, and under an act of the Legislative Assembly of 1905, filed in the office of the Secretary of State, February 13th, 1905, entitled an "Act to Incorporate the City of Klamath Falls."

Said bonds will be payable twenty years from date of issue, interest to be paid semi-annually on the 1st day of April and October of each year, principal and interest payable in lawful money of the United States at the office of the City Treasurer, Klamath Falls, Oregon. Said bonds shall be sold for cash paid down at the date of sale, and for not less than their par value and shall draw interest at a rate not to exceed six per cent per annum, and be issued in denominations as follows, to-wit:

20 bonds of the denomination of	\$1,000.00
20 bonds of the denomination of	500.00
50 bonds of the denomination of	100.00

Each proposal to purchase said bonds must be accompanied by a certified check upon some responsible bank, payable to the City of Klamath Falls, for five per cent of the amount of bid.

The Common Council reserves the right to reject any and all bids.

A. L. LEAVITT, Police Judge of the City of Klamath Falls, Oregon.

Dated at Klamath Falls, Oregon, November 4th, 1909.

NOTICE FOR PUBLICATION

Not Coal Land.
Department of the Interior, United States Land Office at Lakeview, Oregon, Oct. 5, 1909.

Notice is hereby given that Edward Brady, of Keno, Ore., who, on July 3, 1903, made homestead entry No. 3102, Serial No. 01159, for N½ SE¼ SE¼ SE¼ section 10, SW¼ SW¼ section 11, township 41 S, range 7 E, Willamette Meridian, has filed notice of intention to make final five year proof to establish claim to the land above described, before C. R. DeLap, county clerk, at Klamath Falls, Ore., on the 20th day of November, 1909.

Claimant names as witnesses: Richard Kearns of Keno, Ore., William A. Otey of Keno, Ore., J. R. Clemmens of Dorris, Cal.

ARTHUR W. ORTON, 10-14-11-18 Register.

A FEW BARGAINS.

Five lots, sign. by location, \$1500. Can loan \$750 on the deal.
A nice cottage with bath, large lot, \$1700. A good buy.
A large residence, fire lot, \$3500.
Three cottages on three lots. Room enough for another cottage; \$2250.
MASON & SLOUGH.

TOPAZ is the birth stone for THIS MONTH.

EVERY BABY

BORN in the county during the month of November and brought to our store by its parents will be presented with a SOLID GOLD RING. This is a bona fide offer. Bring on the babies.

WINTERS

E. W. GILLETTE & CO.

"Won't you walk into my parlor?"
Said the Spider to the Fly.
"Tis the prettiest little parlor
That ever you did spy."

Of course it was a pretty little parlor, for that Spider was a wise one—wise beyond his generation—and had furnished his pretty little parlor at the store of E. W. Gillette & Co. (Mang Block, Sixth street), where he found that he could get everything that goes to make a home pretty and comfortable at prices that were easily within the means of a Spider that had to do his own drumming up of business. The fable goes on to relate that this particular pretty little parlor was so cosy and "comfy" that Mr. Fly could not resist the temptation to enter, with disastrous results to Mr. Fly, but to the entire satisfaction of the Spider.

The story goes to show that when you want to furnish a house—parlor and all other rooms—if you will hire yourself to E. W. Gillette & Co. you will find that you can furnish it complete in the most comfortable and attractive manner, and make it so pleasing to the eye that an invitation into your "pretty little parlor" will be sure to be met with pleasure. Another thing about this house is that it doesn't take more to furnish the house than it does to build it. But you will find prices so reasonable that you will wonder why you didn't take advantage of it and have all those nice things long ago. Just drop in some day and get their prices on all house furnishings. You will be surprised. You will find that you can afford that easy rocker; that new carpet; one or two of those pretty rugs or art squares that you have wanted so long to brighten up some particular room. And get the prices on some of the other things that you think you can't afford at present; you'll find that they are not beyond reach after all, but that you can afford them now and not have to wait.

Sixth St., Mang Block

Dependable Hardware

Heating Stoves, Household Utensils, Guns and Ammunition, Cutlery—in fact everything in Good Hardware—No shoddy or shelf-worn goods.

Agents celebrated Ellwood Fences—and everything the farmer needs.

GEO. R. HURN, the Hardware Man



City Meat Market

MEISS & ARMAND

PROPRIETORS

ALL KINDS OF FRESH, SALT

AND SMOKED MEATS

SAUSAGES OF ALL KINDS

**OREGON CALLS:
"More People"**

Pass the word to your relatives and friends to come now

Low Colonist Rates

To Oregon will prevail from the East
SEPTEMBER 15 TO OCTOBER 18

—VIA THE—

Oregon Railroad and Navigation Co.

—AND—

Southern Pacific

(LINES IN OREGON)

From Chicago	\$33.00
From St. Louis	32.00
From Omaha	25.00
From St. Paul	25.00
From Kansas City	25.00

FARES CAN BE PREPAID

Deposit the amount of the fare with the nearest O. R. & N. or S. P. Agent and ticket will be delivered in the East without extra cost.

Send us the name and address of anyone interested in the State for Oregon literature.

WM. McMURRAY, General Passenger Agent, Portland, Oregon.

Jack Cunningham, while out duck hunting near the Hannan place the other day, emptied both barrels of his shotgun into a bunch of ducks, killing four with the first shot and five with the next. Judge G. T. Baldwin left Saturday morning to attend the meeting of the grand lodge of the American Order of United Workmen at Portland. W. O. Smith and Alex Martin Jr., delegates, left on Saturday's train.