TRAVELING MAN SAYS KLAMATH lars in payment for goods so shipped

TRADE CAN BE GOTTEN

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

(By a Traveling Man.)

trade in the Southern Oregon coun-

by those San Francisco people to hold

what they now have.

From time to time complaint is who claimed that particular trade as voiced that the major portion of the their private heritage.

from Portland is one that gives satis-

faction not only to the salesmen who

pioneered the trade, but to the man-

agers who had the foresight to send

their men in there and kept them

hammering at the retailers against

Quitting Too Soon

ties, especially those lying east of the Some other Portland houses have Cascade mountains, is going to San made the attempt to invade the Francisco instead of to Portland, Northern California and Klamath where it should go, and the blame is county field and have given it up beplaced in various quarters. There cause it has not paid. Pioneering seems to be but one place to put the does not always pay from the start. blame-on the shoulders of the job-It costs money for a time, and the bers who are not getting the business. balance will not always be on the The way to get trade is to go after ight side of the ledger in the early it, to keep going after it, then to hold tages of the work of pioneering. it with goods of merit and right That is true in all lines of endeavor. prices. Since the golden days of '49 But with the solidity of Portland job-San Francisco has been the supply bing houses, with ample capital to point for Northern California and back up any effort to secure new Southern Oregon. The traveling salesbusiness that all Portland jobbing men of the Golden Gate city cover the houses possess, this field can be defield regularly and at short intervals, veloped into profitable business. and they nurse the trade to hold it There are rich sections in Northand keep it away from Portland. This ern California which the traveler gois right for them to do, and is what ing through that part of the state by they are getting paid for, but there rail does not see. Scott valley, to the is no reason why Portland jobbers west of Montague, and reached from should not make as great efforts to the old mining town of Yreka by secure the trade now held by San stage, is a gem set in the mountains, Francisco as are the efforts put forth

and here a thriving trade is enjoyed by large business concerns. How many Portland jobbers have ever

A few, and only a few, Portland tried to secure even a small part of traveling men go south of Ashland. that trade? The woods around Mt. Generally when they reach the Siski- Shasta, where some of the largest yous they turn their faces northward. Jumbering concerns on the continent By so doing they leave the prosper- employ thousands of men and use ous towns of Northern California and trainloads of merchandise in supplythose of the Southern Oregon district ing their employes-how many Porteast of the Cascades to the San Fran- land concerns have ever seriously cisco salesman and his goods. A tried to secure a portion of the trade short distance south of the mountain going into those woods? The Klambarrier, a railway line now gives ac- ath country, by way of the new railcess to the Klamath Basin, and here road leaving the main line of the is a rich field for the Portland dealer Southern Pacific at Weed, is easily if he invades it and keeps on invad- accessible and efforts have been made ing it until he secures the trade. If to secure a part of the business of his goods and prices are right-and that section for Portland, but traffic no one for a moment questions Port- arrangements are not satisfactory. land goods and prices-he will have How long will traffic arrangements at least an equal chance for the trade remain unsatisfactory if a determined there, and when a determined effort, effort is once made to secure the busiregular and systematic, is made to ness of that empire for Portland? If secure that trade and a good showing Portland jobbers will go after that is made, there will be no difficulty in business and secure it, so that, inmaking traffic arrangements that will stead of small shipments, carload lots admit of shipping goods to that part can be sent in, traffic arrangements

GREATEST PRECIPITATION IN OVER 18 YEARS

Within the Past 86 Hours More Rais Has Fallen Than Ever Before in Entire Month of Noven.ber.

During eighty-six hours three competition of jobbers of other cities and a quarter inches of rain have fallen in this vicinity, as recorded at the government reclamation of fices. 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 Fails. 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 horsepower 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

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 bour 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

Said bonds will be payable twenty years from date of issue, interest to be paid semi-annually on the 1st day ful 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 annum, and be issued in denomina-

20 bonds of the denomina-\$1,000.00 tion of 30 bonds of the denomination of 500.00

50 bonds of the denomina-100.00 tion of . Each proposal to purchase said bonds must be accompanied by a cer-

tions as follows, to-wit:

tified 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

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.

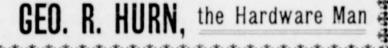
The story goes to show that when you want to furnish a a house-parlor and all other roomsyou will hie yourself to E. W. Gillette & Co. you will find that you can furnish it complete in the most comfortable and attractive manner, and make it so pleasing to the eye that an invitation into your pretty little parlor" will be sure to be met with Another thing about this house is that pleasure. 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 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 of art squares that you have wanted so long to brighten up some particular room. And get the prices on 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 Fencesand everything the farmer needs.





the City of Klamath Falls."

of April and October of each year, principal and interest payable in lawpar value and shall draw interest at a rate not to exceed six per cent per

of the state with as much ease and will be forthcoming that will be satdispatch as is found now in shipping isfactory, especially since the indica-Portland goods to the Coos Bay coun- tions are good for a north and south try by steamer. line from the Columbia river into

Portland More Convenient

That the trade of that section of long. The promise of early competi-Oregon and even a portion of the tion from the Oregon Trunk will be a Northern California trade, acn be di- factor in securing traffic arrangeverted to Portland has been proved in ments on the line already into the the past. A large manufacturing Klamath country if traffic in sufficient concern in an Eastern city, with sales amount can be offered to make this houses in all the larger cities of the worth while, and this can only be West-of the entire country-has done by the expenditure of money in that state than any other .- Augusta one of those houses in Portland and going after trade that will make this Herald. enother in San Francisco. This house, possible. But one or two trips of a the Portland branch, has a traveling traveling salesman into a new terriman making the northern portion of tory, already thoroughly covered by California regularly and getting the competitors, will not be a paying ventrade of the northern counties in the ture. The salesman must keep on go-Golden state. With this house there ing and not be discouraged if the bal-

is no sentiment in the matter. Port- ance at the start is on the wrong side land and San Francisco look alike to of the ledger. The people of Norththe magnates controlling the destiny ern California and the Klamath counof the firm, and the trade is handled try are friendly to the Oregon mefrom the branch most conveniently tropolis, and if they are assured of located. Why, then, does the Port- prompt and even-handed treatment, land branch handle the Northern their trade can be diverted to Port-California trade when San Francisco land in time.

Another thing in favor of Portsecures nearly all the other trade in the same territory? This Portland land's trade-getting in the territory traveler makes his territory regular- under discussion is the personnel of Dispatch. ly and enjoys a lucrative business, the salesmen. Portland has as fine The merchants handling his line at a class of traveling salesmen as any retail in that section of California city in the world. As a class they are look forward to his coming as much gentlemen in the highest sense of the as they look forward to the coming of word, and compare more than favorthe San Francisco salesmen in other ably with those met in Northern Callines, and give him as good a busi- ifornia representing San Francisco. ness as they do those from the south- The Portland traveling man, wherern city. Another Portland concern, ever he goes and meets in competition a grocers' specialty house, has a lu- the salesmen from other sections, has crative business in Northern Califor- nothing to fear in the comparison, nia, as it has in Montana in the terri- and merchants everywhere regard the tory that is more directly tributary men representing Portland houses as to Spokane and other jobbing towns welcome visitors .-- Portland Telethan to Portland, yet the travelers of gram.

the house have invaded the territory, under difficulties and at large expense at first, it is true-but they have Pittsburg company are called "noise- Business men are said to be back of made it pay by sticking to the job. less" because they will last three and a move to investigate city and county The result is their business has been a half times as long as the old style officials. All the judges of the suestablished on a sound footing in ones and are guaranteed not to wear preme court concur. A big scandal this territory, and the stream of dol- flat.

miles, 3,100 horse-power fifty miles, 79,640 horse-power between ten and Brady, of Keno, Ore., who, on July 3, power is used locally, showing that many industries have been attracted that country, to be completed before 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

The Human Cyclone

When La Follette is not talking in Clemmens of Dorris, Cal. he 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

GENEROUS DONATION

The soliciting committeee 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 Steel car wheels turned out by a by a sudden call for a grand jury. is expected.

Notice is hereby given that Edward

thirty miles, while 145,400 horse- 1903, made homestead entry No. 3102, Serial No. 01159, for N1/2 SE 1/4 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.

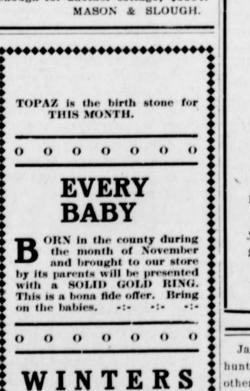
> Claimant names as witnesses: Richard Kearns of Keno, Ore., William A. Otey of Keno, Ore., J. R.

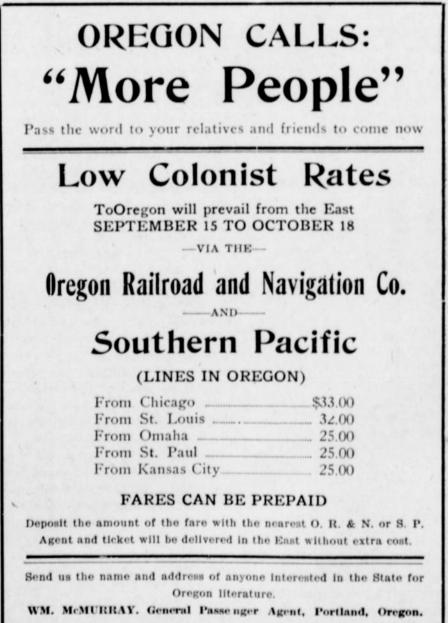
ARTHUR W. ORTON, 10-14-11-18 Register.

A FEW BARGAINS.

Five lots, sign ly location, \$1500. Can loan \$750 cn the deal. A nice cottage with bath, large lot, \$1700. A good buy. A large residence, fine lot, \$3500

Three cottages on three lots. Room encugh for another cottage; \$2250.





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