#  

REACHESEVERYONE:
IN KLAMTH COUSTY:
S O O $\rightarrow$ O O

ARE SIEEE GUNS MOVIIGG FOR THE DUWKIRK FORIS?


## Ostend Xow. <br> 1  The coank Dunkik. Heary Arriy, ace

New King and Queen of Roumania


## LONG LOST "BOX" JUST RECOVERED

|  |  |  |
| :---: | :---: | :---: |
| ND BY HENTERS FOUR FS FHOM OLENE | ered at the Tappan emigrant wagon when it was searched by authorities The phonograph was hid in the |  |
| John Dewitt Tappan, accusued bere of a criminal amanate uipon bite titule you county, is beard in the Andias of | orumb, and it it suppored that Tappar plannod to get thits on hid way out of canned musice" box plays as sood as ver, and today it was taken back to | for the cood |
|  |  |  |
| "The Mutual Girl and Her Auntie" |  |  |
| A subject that ought to interoat every buatiose man, |  |  |
| Rosd these artulees publuthed in the Herala excluetvoly. This is |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| or not? <br> in the secret of the advertisement that "pulls"? <br> Can you answer these questions, Mr. Advertiser, to satiafy your |  |  |
|  |  |  |
| own mind? should be able to answer to yourself, whether you spend one dollar or one thousand for advertising; whether it is newspaper, magazine, |  |  |
|  |  |  |
| laing. <br> Ten or even five years ago advertising was as much a matter of |  |  |
|  |  |  |
| gueseing as a matter of the glib talk of the advertising solicitor Today demand facts. We demand results. When we spend dollar or a million for advertising we must know beforehand that |  |  |
|  |  |  |
| dhis amount is an investment, not an expense. How?By ntudy the beforehand our sales problems, the mediumas to be |  | sm |
|  |  |  |
| ARE THEY BULIL TO ATTRACT ATtention |  |  |
|  |  |  |
| do they stimulate purchdo they compel actiont |  |  |
| Get your adve:tisement in the Herald; we will take care of your copy and make it PULL. <br> (This article will be continued tomorrow). <br> DADDY |  |  |
|  |  | of it in Germany, tha boasted unity of Germa |
| The local conditions, the peculiar surroundings, your particula trade in this district, requires quite a different form of advertising that it would in Alaska, Butte, Montana; in the cotton regions or tis the orange district of Callfornis. |  |  |
|  |  |  |

## mem mann FOR HHE MORMAL <br> newspaper, particularly ose represent- ing a political party, it becomes neces. sary to decide between what might be considered duty to the party, and GERMANS CHECKED



| being taken of him, as he still has the |
| :--- |
| oupport of the Northweatera, a demo. |
| cratie paper, and the other papers of |



ward the progressive party. If Juage
Worden cannot get a tair beariog


The Herald supported and helped
elect Juwige Worden four years ago.
it stayed with him during the reeall


$==$ MAll NOV. 1ST


## War Names a Contusion

Savants Outline Rules for Pronunciation

