

STEWARD'S OPERA HOUSE FRIDAY 31 JANUARY 31

A PERFECT CYCLONE OF LAUGHTER

FRANK O. MILLER PRESENTS THE MIRTHFUL FARCICAL SUCCESS

The Girl From Tokio

From the German of Robt. Pohl, English Version by Frank Tannehill, Jr., and Geo. W. Barnum.

**Breezy and Refreshing as the Mountain Air
Screamingly Funny. ∴ Absolutely Clean**

Presented by a Capable Company of Competent
Players. Contains More Laughs Than "Baby Mine"
or "Seven Days."

Prices \$1.50, \$1.75c, 50c

SEATS ON SALE WEDNESDAY MORNING

WHAT THE CRITICS SAY:

"Full of amusing situations."—St. Louis Republic
"Plenty of snap and vim."—Louisville Post.
"Admirable entertaining qualities."—Philadel-
phia Public Ledger.
"Full of good clean humor."—Indianapolis Star.
"Every member of the company is worthy of spe-
cial mention."—Dallas News.

DAY OLD CHICKS

From standard bred

**Rhode Island Reds
Black Minorcas
White Leghorns**

and your own eggs
hatched in our mam-
moth hatchery.

Descriptive circular
and price list for the
asking.

C. C. COOLIDGE

Phon Red 3702. LA GRANDE

Parasian Sage for Women

Best for the Hair.

Before you finish one bottle of de-
lightful PARISIAN Sage hair tonic,
falling hair will cease; scalp itch
will be but a memory and all dandruff
will vanish.

Besides this your hair will be free
from dandruff germs, and PARISIAN
Sage will so nourish the hair roots
that the hair itself will become full
of life and nature's own radiant color.

PARISIAN Sage is not a dye—it
does not contain dangerous lead or
any other poisonous ingredient. For
your own protection ask for PARISIAN
Sage and request your dealer not to
give you any preparation containing
Lead or Nitrate of Silver. Large bot-
tle of PARISIAN Sage costs but 50
cents at dealers America over. The
Newlin Drug company guarantees it.

\$100 Reward, \$100

The readers of this paper will be
glad to learn that there is at least one
dreaded disease that science has been
able to cure in all its stages, and that is
Catarrh. Hall's Catarrh Cure is the only
positive cure now known to the medical
community, Catarrh being a constitutional
disease, requires a constitutional treat-
ment. Hall's Catarrh Cure is taken in-
ternally, acting directly upon the blood,
and mucous surfaces of the system, there-
by destroying the foundation of the dis-
ease, and giving the patient strength by
building up the constitution and assisting
nature in doing its work. The proprietors
have so much faith in its curative pow-
ers that they offer One Hundred Dollars
for any case that it fails to cure. Send
for list of testimonials.
Address P. J. CHENEY & CO., Toledo, Ohio.
Sold by all Druggists, etc.
Take Hall's Family Pills for constipation.

Itol Hair Tonic keeps the scalp
in a healthy condition, prevents the
hair from falling out, restores it to
its natural color and used regularly
keeps the hair soft and fluffy. New-
lin Drug company.

Lessons From The Railroad

Every business man, merchant,
manufacturer—yes, even the fruit-
growers and ranchers, can find a
good lesson from the railroads. They
will find in this lesson not only good
business methods aimed to make the
business profitable, but also co-oper-
ative methods that not only increase
business for the railroads but make
possible the building of towns and
fortunes for the population. How this
is done is the object of the following.
—Editor's note.

The grocer sells groceries—
The merchant tailor sells clothing
The druggist sells drugs—
The railroad sells transportation.
Therefore, a railroad is no different
than any other business.

It has a certain commodity to sell,
like any other business firm.

The grocer's clerks must be polite
and courteous or customers would
fall off.

The one thing impressed on all rail-
road employees, is courtesy to the pub-
lic at all times. That is why the
railroad of today is one of the biggest
factors of the world's progress.

The merchant who is aboveboard—

And if the Union and Southern Pa-
cific can do this as they have done—
with their thousands of employees
scattered from one end of the country
to the other—cannot a concern with a
dozen men, or a hundred men, or a
thousand men "deliver the goods like-
wise?"

Just as the up-to-date merchant buys
auto delivery cars to insure safe and
prompt delivery of goods to his cus-
tomers—so these railroads have with-
in the past five years, expended \$6,-
000,000 dollars in automatic block
signals, to deliver you safely and
promptly at your destination.

Do you encourage your employees
to make suggestions for the better-
ment of your business?

There is a fund of information in-
valuable waiting to be tapped.

The railroads do it—and their em-
ployee's suggestions are systematical.

BACK TO THE FARM

Send for illustrated booklet about the Oregon route and our special holder on "Vacation Days in Oregon." It tells all about the beaches, springs, mountain resorts, etc.

Call or request agent for information relative to fares, time-table, or address.

JOHN M. SCOTT, General Passenger Agent, Portland, Ore.

ly and carefully considered.
A small point, you say. Possibly
when taken alone—not when its value
to the perfect and harmonious whole
is considered.

It has been the paying of attention
to the little things that has made the
railroads and successful mercantile
institutions of today so successful.

The dining car service is a little
thing to the railroads—but it's a big
thing to your comfort.

By applying the same intensiveness
to the dining cars as they do to your
safety—is what brought the dining
car up to its present high state of
perfection.

It would be hard to believe if we
were still in the olden days that we
could dine just as completely and sat-
isfactorily, going at 40 or 50 miles an
hour, as one can in a hotel.

Yet that is what happens on such
well known roads as the O. W. R. &
N.; S. P., and U. P.

Business efficiency is what has made
this possible. In fact, there is hardly
a better example of business efficiency
than the railroad of today.

And this same business efficiency
can be applied to any business—not
in the same way, of course. Different
businesses demand different treat-
ments, but the object is the same in
all cases—to bring the particular

business up to its highest efficiency to
customer and seller alike.

The second lesson, and one of ex-
treme importance that the railroads
teach us is that of co-operation.

Co-operation in business is becom-
ing more and more popular each year.
Its effect is being seen more readily.
It is evidenced by the big industrial
mercantile houses of the world.

They are finding it pays, and pays
well. The large manufacturers co-
operate with their jobbers, who, in
turn co-operate with the retailers.

Perhaps one cause that has made
the Pacific coast states what they are
today, has been the co-operation of
the railroads, such as the O. W. R. &
N., S. P. and U. P. etc.

They not only start their co-oper-
ation by reducing their rates to get
people out here, but they go farther
and co-operate after they are on the

August at the Beaches

The beach season is in full swing. Go while the weather is
Enjoy the cool breezes here, while the heat is an unpleasant
memory. Building, bathing, all climbing, fishing, lakes, over-
delightful trails. Oregon beaches better prepared than ever
before to care for the tourist. Plenty of accommodations. Lots
of fun. The water is best!

GO VIA THE **SOUTHERN PACIFIC**
Excellent train
service. Season
round-trip fares.
Special week-end
and Sunday fares.

Send for illustrated booklet about the Oregon route and our
special holder on "Vacation Days in Oregon." It tells all about
the beaches, springs, mountain resorts, etc.

ground. They advertise extensively
and expensively in the east—(1 and 2)
calling attention to the wonderful
country we have. Then they deliver
new inhabitants over to us for what?
That we may sell them land, building
material, food, clothing, drugs, etc.

And after the land is tilled and crop
are growing—the same railroads
start educational campaigns between
the different and rapidly growing and
prosperous communities. They offer
cups, prizes, cash money, etc., for the
best displays at fairs for the fruits of
their labor.

This co-operation stimulates inter-
est—improves the mind and makes
ambition—introduces new methods
and ideas for what? For the future
prosperity of the people of the Pacific
coast.

They advertise the fairs, attractions,
etc. such as the Pendleton Roundup.

(3)—They push forward the beach-
es, springs, and mountain resorts.

(4)—They provide fast trains and
convenient schedules for the business
man between business centers—mak-
ing possible his greater business oper-
ations.

A little story that should prove in-
teresting in connection with co-op-
eration from the two differently stand-
points is that of the Widow Brown
who came to Oakesdale, Wash., six
years ago.

Her chief assets were her three
children.

She obtained the privilege of mak-
ing five acres produce.

Through industry she was able to
hold the five acres and add five more.
Her children worked with her and
in the evening, Widow Brown acted as

leader in an agricultural class with
her children as students—studying
and discussing methods of intensi-
farming—the rotation of crops.

The result was that their little farm
enabled them to win the fine silver
cup at the Oakesdale, Washington fair
offered by the O. W. R. & N. railroad
for the best general exhibit.

The third point in the lesson from
the railroads is the co-operation it
renders between manufacturers and
retailers—in other words "delivering
the goods" after they are made.

There is hardly a business in the
country that is not dependent on the
railroads.

If it were not for their fast ex-
press, fast freights, commodious cars

BLOCK BETWEEN YOU AND DINNER

THE "EASY WAY" to get your dinner. The "DIRECT WAY" to get your dinner. OREGON WASHINGTON RAILROAD & NAVIGATION CO. OW. 3 Fast 3 Train Daily. Electric Lighted Trains.

unlimited service—
How would the butcher get his cat-
tle?

The druggist his drugs?
The clothier his clothing?

The size of the freight cars enables
greater shipments—the power of the
locomotive guarantees quick delivery
—the reasonable rates make possible
economical shipping to the public—
It is only by co-operation that rail-
roads expand and it is just to the
amount that "individual firms" co-op-
erate can they gauge their expansion.

The fourth point from the lesson of
the railroads is advertising.

If it were not for advertising—its
powerful influence and far-reaching
effect—the Pacific coast would not be
what it is today. Everybody recogniz-
es that fact.

If the retailer would stop to con-
sider that the hundreds of thousands
of dollars that the railroads have ex-
pended profitably, in publicity, toward
the growth of the Pacific coast, and
they they the retailers—one and all—in
their own particular field, can ac-
complish the same result in their own
interest and that of their city—in pro-
portion—that would realize that it
pays to give time and study to co-op-
eration—not only in their own circles,
but as a whole for their city and state.
nfctaharst htbnnnea ½ vbgkjd

COMPENSATION ACT READY.

House to Act on the Measure Next
Week, Say Reports.

Washington, Jan. 29.—Announce-
ment was made today that the work-
men's compensation act will be re-
ported to the house late this week
or early next. The measure has the
endorsement of Samuel Gompers and
has already passed the senate.

OUR WANT ADS BRING RESULTS

HOUSE DRESSES \$1.50. Other sew-
ing reduced during January. 1708
Spruce. Mrs. Eta Wines. 1-7-1f

WANTED—Clean rags at the Observ-
er office. Pay 2c per lb. 1-16-1f

FOR SALE—Good four foot wood \$6
per cord. Call Main 90. 1-17-1f

FURNISHED ROOMS with bath for
rent. 1512 Adams avenue. Phone
Black 1713. 1-15-1mo

WANTED—Boards and roomers;
1601 Adams; phone Red 3291. Mrs.
G. E. Moore. 1-17-1f

FOR SALE—Modern five room house
on O avenue. Telephone Black
562. 1-23-6t

FOR RENT—Housekeeping rooms
1914 Third street. 1-24-1f

FOR RENT—Rooms suitable for of-
fices or light housekeeping. Inquire
of B. F. Lewis, Lewis bldg. 1-24-1f

FOR RENT—Furnished room with
bath, close in. Inquire Observer.
1-28-1f

FOR SALE—Fresh cow. Full blood
Jersey. Phone Red 1532 or call F.
H. Talman. 1-25-6t

FOR RENT—Furnished housekeeping
rooms. Phone Black 3512. 1-27-6t

FOR RENT—House and barn and two
acres of ground. North street and
V avenue, 2 blocks east of school
house. Phone Farm 205 or call Ob-
server. 1-27-6t

FURNISHED ROOM FOR RENT—De-
sirable location. Close in. Mrs.
Frank Pike, 101 Greenwood, phone
black 3832. 1-27-1f

FOR RENT—Front room, close in,
downstairs. Nicely furnished, pri-
vate entrance. Can board next door
106 Greenwood. 1-29-5t

FOR SALE—Good incubator at a bar-
gain. Phone Black 1241. 1-28-1f

FOR RENT—6 room house, furnished
complete. \$15.00. 1606 Sixth St.,
Phone Red 461. 1-27-4t

WOMAN WANTS TO WORK for par-
ties leaving town. Call Red 581.
1-27 1f

STRAYED—1 year old brown year-
ling heifer branded "H K" on right
hip. Half crop out of right ear, up-
per bit and half crop out of left
ear. Came to William Henry ranch
at Imbler about three months ago.
Owner may have heifer by calling
and paying damages. 1-27-5t

FOR RENT—Housekeeping rooms
Phone Black 3681 or call 103 Green-
wood. Mrs. E. P. Day. 1-30-3t