

WHEAT MADE IN
INGENUOUS WAYS

Happy Thoughts of Clever
Americans Turned to
Great Profit.

SCHEME OF TAILOR'S BOY

Made Fortune on First Club to Press
Men's Clothes—Man Who Is
"Broke" Raffles Week's
Work for \$50.

BY FREDERIC J. HASKIN.
WASHINGTON, May 8.—(Special
Correspondence.)—The American boy
should be taught that the ideas which
have formed the foundation stones of
the great American business enter-
prises have not all sprung from the
rich and mighty. The American disre-
gard for conventionalities and the Na-
tional crying-out for something new
unite to offer a golden opportunity to
him who has an idea—whatever the
idea is or whoever may be the man
to bring it forward. That peculiar
quality which enables the Yankee to
see into the future by the light of a
saining coin is not a gift to be lightly
prized. Furthermore, it is a kind of
prophecy which despises not small
things.

Every town in the country, almost,
now has a "pressing club" which con-
tracts to press and clean all one's
clothing for the certain amount per
month, usually \$1, with no limitation
on the number of times the clothes are
to be pressed. The craze in Uncle
Sam's trousers has been much greater
and more distinct since the beginning
of pressing clubs. A boy working in
a tailor's shop in an Iowa town was
kept busy only part of the time pre-
paring suits of clothes for 50 cents each.
He had an idea. He calculated how
many suits of clothes he could press if
he were kept busy all the time. He
calculated what it would cost, his own
wages being \$7 a week. Then he start-
led the townsmen by going around offer-
ing to press clothes for \$1 a month,
"called for and delivered." Some peo-
ple thought him foolish, but when his
pressing club had grown until it had
600 members, they realized that a good
many apprentices at \$7 a week and
a hired hand for \$100 a month, and leave
a handsome profit besides. From that
beginning the pressing-club scheme
spread all over the country in a re-
markably short time.

Fortune in Moving Pictures.
A small retailer in a Southern city was
dragging along in business barely able
to make both ends meet. He had found
that the store building next door
could be rented for a very small sum.
He had an idea. He called on a friend who
was interested in the moving-picture ma-
chine business. The friend showed him
many chairs could be put in the empty
store and how much they could take in
at a nickel a head if they played to ca-
pacity and gave a show every 20 minutes.
It looked good. The storeroom was rented,
a moving-picture machine and a big
phonograph installed and the first
"Nickelodeon" was ready for business.
Afterward, when this man went to a
bank to borrow money to extend his busi-
ness to several other cities, he showed to
the satisfaction of the bankers that he
had netted \$13,000 the first six months.
These 4-cent theaters are now to be
found in every town in the country, and
their number is increasing every day.
There are over 500 of them in Chicago.

Raffle for Week's Labor.
Even in these piping times of peace and
prosperity, with opportunities scattered
around thick as hops, adversity will some-
times bring a man down to hard-pan. A
time ago an unlucky fellow struck
Atlanta. He was "dead broke" and didn't
know where to get a job. There was
labor on the streets at about \$1 a day, but
he had been used to better wages. He
had an idea. He arranged a raffle and
offered to work a whole week for the man
who drew the lucky number. He sold 50
chances at \$1 each and soon had \$50 in
his pocket. A crowd gathered to watch
the man go to driving a delivery wagon.
The man soon got on his feet and is now
successful, but is still a bit proud of the
fact that he is the only man who ever
drove a grocer's delivery wagon for \$50
a week.

Old Dodge Under New Name.
A merchant in a Western city was de-
stined of reducing his stock without de-
lay and was willing to make a liberal
sacrifice of profits to do so. He
announced a 20 to 25 per cent
reduction sale. He was soon surrounded
and the prices had been cut. But the
public had seen such announcements be-
fore and was slow to come in. The mer-
chant was discouraged. Then he had an
idea. The newspapers next day carried
big "ads" announcing that at this store
every fourth yard or every fourth article
of the same price would be sold for 5
cents, no matter whether it was worth
20 cents or \$50. A woman came in to
buy an article which cost \$5. She bought
two others which cost the same amount,
and then a fourth for which she paid only
5 cents. The fourth, eighth and 12th yards
of every kind of cloth were for 5 cents.
The store was packed and jammed and
the stock cleared up in a hurry. Yet
it was practically the same 25 per cent
reduction sale which had been advertised
so unsuccessfully. The proposition was
merely put in a more convincing way.

How He Boosted the Town.
Systematic "town boosting" is a feature
of American business activity which aims
at the general good instead of personal
profit. One Western town had a Board
of Trade which had slept along for
years without doing anything in particu-
lar, except eating some food once a year
at a banquet and listening to some spread-
eagle oratory. The organization became
moribund and its presidency was an honor
no longer sought for. The directors met
and gave the place to a young man of
the type "we like to encourage." The
young man took his job seriously and
went to work. It was not long before he
grew an idea of his own. He
Every new family that moved to town
was spotted. Employment was provided

for the breadwinners where necessary,
and the new people were made to feel at
home. When personal attention had
got in its work, a representative of the
Board of Trade interviewed the head of
the new family. This interview was in-
corporated in a letter, mimeographed copies
were made, put into stamped envelopes
and made ready to mail. Then the let-
ters were taken to the newcomer and he
was asked to address them to his friends
"back East." The scheme worked like
magic and population boomed. Of that
idea many new ones were born. The
young man has been several times re-
elected president of the Board of Trade
and he can have anything the people of
that town can give him.

War on Mail-Order Houses.

General movements toward a certain
purpose on the part of disconnected re-
tail stores dealing in a certain line of
merchandise are being undertaken. Yet
the trade papers of the country are in-
augurating many of them with some
signs of success. The general merchant
in a small town finds his most dangerous
competition in the great mail order stores
of the big cities. These merchants are
now being urged to acquire stock in the
local newspapers, to increase their home
advertising and so prevail upon the home
newspaper to refuse to advertise the mail
order establishments. In many places this
anti-mail-order crusade has been
united with the "town boosting" propa-
ganda, and the people are being urged to
spend their money with the home stores.
If this movement should continue to

Millions Set Free

Supreme Court Decision on
Eight-Hour Law.

NO BENEFIT TO DREDGEMENT
Majority Declare They Are Seamen
and Therefore Law Does Not
Apply—River and Harbor Im-
provement Can Go Ahead.

WASHINGTON, May 13.—Justice
Holmes, of the Supreme Court of the
United States today announced a de-
cision in seven cases, involving the con-
struction of the law of 1882, by which
the employment of laborers and mechanics
on public works is limited to eight hours
violated. The trustees contended for a
construction of the contract such as
would compel the teaching of the Cal-
vinistic creed. They asked either for the
restoration of the property to the board
or the payment of \$115,000 as agreed in
the original contract.

Must Stop Sulphur Fumes.

WASHINGTON, May 13.—In the case
of the State of Georgia against the
Tennessee Copper Company, and the
Ducktown Sulphur & Copper Company,
in which the plaintiff today asked the
Supreme Court of the United States to
restrain the defendant companies from
operating their smelters at Ducktown,
Tenn., Justice Holmes, while not grant-
ing the injunction, announced that he
would entertain the state's motion un-
less the company makes such improve-
ments as will stop the objectionable
fumes to which the plaintiff
objects.

WYOMING TRIALS ARE NEXT

Leading Citizens Arraigned for Coal
and Timber Frauds.

CHEYENNE, Wyo., May 13.—In the
United States District Court today, E.
L. McCarthy, E. M. Holbrook, E. B.
Lonabaugh and Robert McPhillamy, in-
dicted on charges of conspiracy, in the
acquisition of coal lands, pleaded not
guilty. Holbrook, Lonabaugh and Mc-
Phillamy will be tried jointly on July
16. McCarthy demanded a separate trial.

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at Mount Tabor Meeting.

The Mount Tabor Improvement Associa-
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which will be held July 1. Holbrook and
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The case of John C. Teller, accused of
cutting timber on Government forest re-
serves, was set for July 2.

W. P. Brittain, ex-postmaster at Sheri-
dan, pleaded not guilty to the charge of
interfering with the United States mails
and will be tried July 19.
H. W. Davis, a stockman, of Buffalo,
Wyo., pleaded not guilty to the charge
of perjury in connection with the ac-
quisition of Government lands, and will
be tried on July 23.

COREY MARRIES MABELLE

accepted as one of the controlling reasons
for his break with Laura Cook Corey.
The case of the late George William Ellis
Corey died before making the rupture
between Mrs. Corey and himself com-
plete was to settle a large sum of
money on her. In Nevada Mrs. Corey
is a stockman, of Buffalo,
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WALKS AWAY FROM PRISON

Accused Robber Makes Easy Escape
From Police Station.

Miller made his escape during the time
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and he calmly walked by the array of
police, remarking to Patrolman Gruber,
of the second night relief, who was stand-
ing in the doorway, "I'm going for a
little drink," passing through the door
unmolested. Gruber did not know that
the man was under arrest and made no
effort to stop him, and it was several
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CHARGES BRAKEMAN WITH ASSAULT

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Northern Pacific railway, was ar-
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on a warrant charging him with as-
sault and battery on Angeline Bates, an
Italian laborer, who claims to have
been robbed of \$180 on a train at Ka-
lamaz yesterday morning. Kerr denies
any connection with the affair and
was released on bonds furnished by
friends. Detective Sergeant Baty and
Detective Price made the arrest.

Arrested Man Has Spurious Coin.

Charles Honier, arrested in the North
East district last night by policemen on a
charge of drunkenness, was found to
possess a \$5 piece that was pronounced
by Captain Stover to be a counterfeit.
The prisoner will be held and his record
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Will Oppose Exclusion Treaty.

SEATTLE, Wash., 13.—O. Yamaoka,
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This case involved a claim for \$15,000 on
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Lahaina. Lowery and his assistants are trustees
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4600 years have proved wheat
the one absolutely necessary
food for man.
Latter day science has
proved the soda cracker to
be the most nutritious of all
wheat foods.
Modern skill has given to
the world Uneda Biscuit,
the only perfect soda cracker.
5c In dust tight,
moisture proof packages.
NATIONAL BISCUIT COMPANY

For Troubled Skins
Do on your guard against sub-
stitution. There are many so-
called "witch-hazel" soaps,
artificially colored green, of-
fered as "just as good."
S. Soap, balm, beautifier—sure relief,
Not one alone, but all, is Pond's Ex-
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Gentle, effectual, deep-reaching
cleanser for the most inflammable skins
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health.
Best of all, it brings lasting relief—
in all local skin affections, you can
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It is the finest of soap, perfectly
blended with genuine Pond's Extract,
combined to form an entirely new sub-
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ARMOUR & COMPANY
Makers of Fine Toilet Soaps. Sole Licensees from Pond's Extract Co.

ANTI-LEAN
Dr. Morrow's
Anti-Lean
MAKES LEAN PEOPLE FAT
through the nervous
system.
It is a purely vegetable
compound, contains no oils
or fats or any drug that is
irritating or liable to pro-
duce a habit.
It's the Greatest Tonic in
the World. Each bottle
contains one month's treat-
ment and costs \$1.50 at any
first-class drugstore.
Prepared by the
Anti-Lean Medicine Co.
Oregonian Bldg., Portland, Oregon.

WE CURE MEN!
Our Fee \$10
We want to impress it upon every weak man
that we can make him strong, vigorous, healthy,
alert and free from every taint of disease and
weakness. We have perfected our Speciality in
practice to only a few of the more important dis-
orders, so that we could understand these thorough-
ly. Our experience along this line for twenty-six
years qualifies us to say positively that such
troubles as Varicocele, Hydrocele, Contracted Dis-
orders, Blood Poisons and "Weakness" can be cured
perfectly—so as to stay cured. We use different
methods than the ordinary physician. Most of
these are original with us and were devised for
such cases as the ordinary courses of treat-
ment fail to reach.
26 Years in Portland.
Pay Us for Cures—A Cure With Us Means a Life Long Cure
We offer not only FREE Consultation and Advice, but every case that
comes to us we make a Careful Examination and Diagnosis without
charge. No ailing man should neglect this opportunity to get expert
opinion about his trouble.
It will not cost you anything to call at our office and consult us, and
by so doing it may save you much time and money, and if we cannot
cure you we will honestly tell you so, and you will not be under any
financial obligation to us.
OUR SYSTEM OF TREATING is superior to any in this country, and
our cures are the result of these methods. We never fail to effect a cure
in any case we take. If you suffer from neglected, chronic disease without
or from unskilled practice—here is an opportunity to get the services
of a skilled specialist, a graduate physician, with years of ripe expe-
rience in treating complicated and special disorders of MEN ONLY. It
will cost nothing to talk to us, and may be the means of restoring you
to health and happiness. Why not call today? Our offices are very
private. You see only the doctor.
Our fee being so low it enables many who are afflicted to procure
the highest scientific medical assistance. Terms made to suit if ne-
cessary, so that anyone need not go without treatment.
Hours: 9 A. M. to 6 P. M.; Evenings, 7 to 8:30; Sundays, 9 A. M. to
12 Noon.
ST. LOUIS MEDICAL AND DISPENSARY
SURGICAL
CORNER SECOND AND YAMHILL STREETS, PORTLAND, OREGON.



MABELLE GILMAN COREY, BRIDE OF THE PRESIDENT OF THE STEEL TRUST.

This unusual profile sketch of Mabelle Gilman is regarded by the actress as one of her most faithful portraits. It was drawn in 1901 by Sewell Collins, the artist, and a curious light is thrown on the high ambitions of Miss Gilman by the bold inscription across the bottom in her own handwriting—"Keep this till I become famous—and it will be very valuable." Miss Gilman always believed in a golden destiny.

grow, it may have a decided effect upon
the destiny of the retail mercantile busi-
ness.

Editor's Pocket Account Book.

The country newspaper man needs more
ingenuity than any other man, he thinks.
Generally he has his share. There are
many country editors who think only of
politics and generally these fall to make
financial successes, but in those instances
where business heads and business in-
dustry are applied to the job, the country
weekly is a money-maker. A Missouri
country editor made a business of at-
tending fairs and shows and every big
gathering of farmers. He was often
acosted in this fashion:
"If I knew how much I owed you I
would pay it today."
This was said to him so often that he
had his subscription list copied in a
book which he could carry in his pocket.
The next man who said, "If I knew how
much I owed you" was collared on the
spot. The bill was paid and the editor
was made happy. Each night the sub-
scriptions paid at the office and to the
editor on the street were credited in his
pocket. The office account books and the pocket
edition. There was no confusion, no
trouble, and at the end of a year the
editor was nearly \$100 ahead in his col-
lection on subscriptions. The plan was
exploited by the press associations, and
now country newspaper owners all over
the Union are doing the same thing.

Clean Towels for Offices.

Men make for several thousand years
left his wife to do the washing. Conse-
quently when civilization advanced to
the point that he had to live and have
a large part of his being in a down-town
office he missed the home laundry. The
towels were always dirty. He could
never remember to send for the laundry-
man. A fellow who was a keen student
of human nature saw the problem and
offered a solution. Now every office in
anywhere pure spring water, soap and
provided daily with fresh towels, soap and
the like for a regular monthly price.
But while it is a common every-day
matter now, it has not always been so,
and this former towel man made a little
fortune before the scheme became public
property. Another like instance was
the man who first conceived the idea of fur-
nishing pure spring water to offices, and
keeping the cooler supplied with ice. It
is done everywhere now, but the man
with the idea was paid for his originality.
There are hundreds of such opportuni-
ties just waiting to be discovered. They
are unborn now, will be novel tomorrow,
and next year they will be accepted as
necessities of life. Let the reader of this
part his head between his hands and think
hard. If he can peer into the future
far enough to see how he can supply the
public with something the public needs
and supply that thing in an
attractive and convenient fashion, there
is a fortune for him at the end of his
thinking.