

INTRUDER KILLS FOX AND SPOILS HUNT CLUB CHASE

Sharp Crack of Shotgun Rings Out on Morning Air and Fine Red Animal Bites Leaves as Tribute to Wop's Marksmanship.



BY JAMES J. MONTAGUE.
I DON'T know how he got into the office, but there he was. He leaned against the door jamb and regarded me with disapproval.
"I can see right away that you need me," he said.
"Are you a bootlegger?" I inquired. "If so I have no Liberty Bonds left to give you in exchange for your wares."
He smiled placidly.
"I am not a bootlegger," he said. "nor a life insurance solicitor, nor a book agent, nor a bill collector. I have come to help you." "In that case," I said, "perhaps you will lend me \$15."
He lifted his palms, outward, in deprecation.
"To lend you \$15 would be to pauperize you," he said. "I will show you how to make \$15,000—even \$1,500,000."
"I am at your service," I told him.
"You," he said, "are a time waster! I can save you time by using your typewriter. I do not know what you are writing, but I can show you how to write in 10 minutes what usually would require an hour to write. That is a

and you will get away with a potato in eight bites, and the rate of biting will be increased to 18 per minute instead of 12, which would make a saving of—
"But hold on. I'm not earning anything when I eat my dinner. That is just extra time, for which nobody is paying me."
"True, as things are now. But you could sell that time if you had it, if you understood the value of marketing. I don't know what your business is, but that makes no difference. Time is of the utmost importance to you, and every minute of it is saleable, and at a high figure, if it is properly utilized. How many heat units do you employ in a half mile walk?"
"I haven't the slightest idea."
"I have. You employ \$3,565.98, and you should employ but 24,692.51. These heat units should be expanded after you have reached your place of employment. You could be using them now at your typewriter. I can see that what you are doing is taking you too much time and too much energy, mental and physical. Adopt the system I have come here to talk to you about, and the time you are now spending would be of real value to you."
"But," I said, "I am writing a letter to a man. I am trying to get to join a golf foursome Tuesday."
"Then you oughtn't to be writing it. You ought to be writing a business letter. Well-written business letters bring in orders. They should, however, be mostly form letters, as it requires too much time to think up new ones for each customer. You will find that the letters I have samples of here will pull more business than any you could possibly invent, and they can be written at a time instead of one. You will admit that you want business, won't you?"
"No," I said, "I don't want any more business; that is not what I want at least, and I couldn't get any more business if I wanted it. I would like more money, of course, but I fail to see how by increasing my output of letters I could bring it in."
"That's because you are one of those hard-headed, reactionary business men who will learn nothing. Let me take you in hand. Let me show you how to sell goods all over this country, to take in the dollars by the thousands instead of by the hundreds, to build the biggest business in the world, and to be known as a hard-headed, hard-boiled business man, who is out after every cent, and who means to get it!"
"It wouldn't help," I sighed. "Not in my business, anyway."
"What is your business?" he demanded.
"I," I replied, "am a clergyman."
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SOCIETY

(Continued From Page 5)
Greenfield, social work; Mrs. Ella Moser, membership committee; Mrs. H. L. Sumption, entertainment; W. Barnes, refreshments; Mrs. W. A. Moser, visitation; J. H. Bartholomay, orchestra leader; Ralph Standford, cards, games and amusements.
A special campaign for membership in the society will be inaugurated at the meeting. All ex-presidents of Minnesota, now in Portland, and their friends, as well as all members of other sister state societies in the city, have been invited to attend.
The Rose City Social club will give a Christmas card party next Thursday at 8 o'clock. Members of Rose City chapter and the club are urged to attend. A number of prizes will be given.
The third in the series of subscription dances by Oregon commandery No. 1, Knights Templar, during the winter months will take place at Christensen's hall tomorrow night. The growing popularity of these dances is evidenced by the increased attendance each month and they afford a splendid opportunity for the Knights and their families to become better acquainted with one another.
Members of the drill corps of the commandery, under whose auspices these parties are given, are in attendance to serve in every way that will insure pleasurable evenings.
All Knights Templar and their families are invited to participate.
The James A. Garfield circle, Ladies of the G. A. R., will entertain with the fourth card party of the series in Woodmen hall, East Sixth and Alder streets, Thursday, December 14. The circle will hold its regular meeting December 21 in the hall. All members are urged to attend. Business of 1922 must be settled before the installation of officers Thursday, January 4.
A complimentary party will be given to former Iowans by Arthur H. Johnson at the Broadway-Washington cafeteria December 13 at 8:30 P. M. Admission will be by card only. Cards may be obtained from the secretary of the Iowa society, Mrs. Elizabeth G. Anderson, 427 Montgomery street, or phone Atwater 2168 after 7 P. M.
Mrs. Harold E. Hunt and Mrs. R. J. Schestler will be hostesses for Laurelhurst club's Tuesday afternoon card party December 12 at 2:15 P. M.

On December 14 Laurelhurst club members will dance at the clubhouse.
WEDDINGS.
Barker-Brown.
Another pretty Thanksgiving day wedding was that of Miss Erma Brown and Guy Barker. The ceremony was in the presence of immediate relatives and a few friends of the bride's family. The bride wore a gown of white satin and was attended by Miss Helen Moreland attired in a creation of shimmering green and silver.
Mrs. Barker is the youngest daughter of Mr. and Mrs. M. T. Brown of 410 East Fifty-first street North. The young couple will make their home in Cove, Or., where the bridegroom, an Oregon Agricultural college graduate, is engaged in the horticultural business.
The bride and her attendant are graduates of Oregon Agricultural college.

SOCIETY PERSONALS.
Miss Opal E. Bowen, who is a candidate in the popularity contest of the Al Kader Shrine, has been endorsed by the Portland Al club and women's Al club and has been active in civic and charitable work.
Mr. and Mrs. E. G. Schmiedel Jr. have taken apartments at the Stelwyn. Dr. and Mrs. Charles D. Stolte have returned from their wedding trip and have taken apartments at the Stelwyn. Mr. and Mrs. E. W. Gibson have taken apartments at the Stelwyn.
News has arrived from Mr. and Mrs. I. H. Lichtenstein at San Francisco announcing the engagement of their daughter Beatrice Pauline to Joseph Shemanski of San Francisco, a well known merchant. Miss Beatrice, accompanied by her parents, has just returned from a six months' trip abroad.
Mrs. Vesta Townsend Williams

BERRY GROWERS MEET

Plans for Marketing Product Next Season Considered.
SALEM, Or., Dec. 9.—(Special).—More than 100 loganberry growers from many parts of Oregon held a meeting here Friday and discussed plans for marketing their product next year.
Reports were submitted to show that there are about 7000 acres of loganberries in the northwest. The total output of loganberries from this acreage in 1922 was 12,000,000 pounds of fresh berries. The growers have made no profits for more than two years, it was said.
On December 20 another meeting will be held in Salem, when delegates from practically all of the growers and kindred organizations will be present to discuss marketing conditions and outline some definite plan of action. Most of the growers are holding out for 6 cents a pound for their 1923 crop of loganberries.
Astronomers assert that there are no sounds, no floating dust and no twilight on the moon.

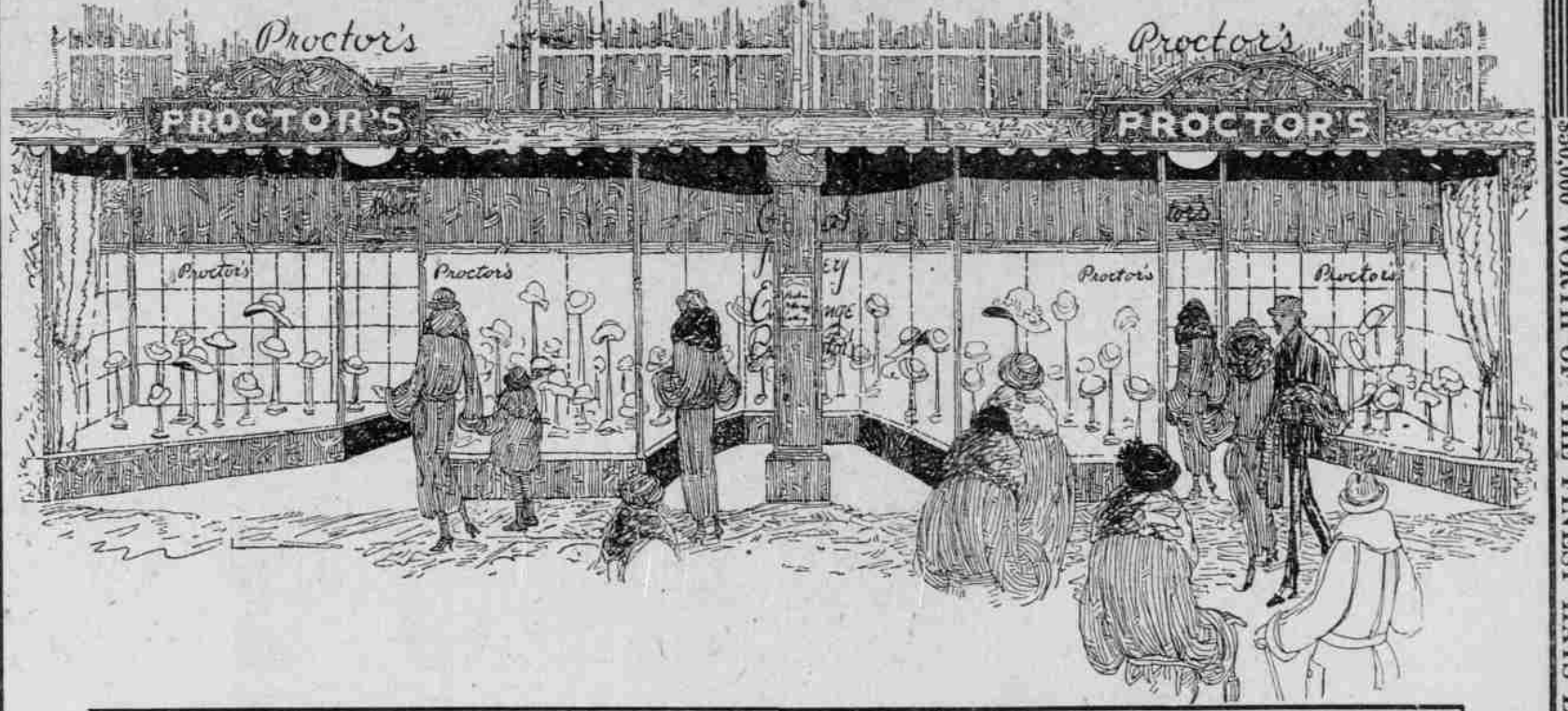
FRATERNAL NOTES.

Oregon Electric council, Royal Arcanum, at its regular meeting held in the Arcanum hall, Pythian building, elected the following officers for the ensuing year: Regent, P. L. Bowman; vice-regent, F. G. Smith; orator, A. P. Ruffner; past

regent, John Bittner; secretary, O. D. Hall; collector, F. C. Hoecker; treasurer, J. M. Leiter; chaplain, W. Peterson; guide, G. L. Reynolds; warden, I. G. Wilson; wentry, A. G. Gavin; trustee, Joseph H. Page.

EXPANSION SALE

We are going to more than double the size of this store



500 WINTER HATS \$2.95

As a special inducement we are going to sacrifice 500 new winter hats of silver cloth, gold cloth, brocades, velour, silk panne and Lyons velvet for \$2.95. The original values of these hats were as high as \$10 and \$15. They are not old hats, but are new late winter models. There are large hats, small hats, medium-sized hats--hats for matrons as well as young girls. 500, all one of a kind. This is an opportunity to buy real hats for only a third or fourth of their real value.

The immense volume of business that has so greatly rewarded our principle of selling "better hats, better styles, for less money" compels us to increase our selling space by 5000 square feet. This will be commenced within the next ten days. In order to make room for the workmen we must clear our stockrooms. So, commencing Monday, EVERY HAT IN OUR STORE WILL BE SOLD FOR

HALF PRICE

You will find every hat marked in plain figures and you pay just half that price.

PROCTOR'S MILLINERY
331 WASHINGTON STREET

The Store With a principle.
Better Hats
Better Styles
For Less Money

Everything Guaranteed to Be as Represented or Your Money Back

The Christmas Question
???

You'll find something for every member of the family under the heading, "Christmas Gifts," in classified advertising section. At very reasonable prices, too!

Just preceding the For Sale Miscellaneous columns

A Statement From Peterson's Upstairs Store

The Peterson Store officially ended its career in Portland Saturday night at 6 o'clock.
Bills for supplies should be presented to Mr. William Krause immediately.
The balance of the merchandise has been sold—and the purchaser will no doubt make an announcement of interest to the women of Oregon in a short time.
The Peterson Company tenders its "Thanks" to the public for the business given it and regrets that it was not possible to continue the store.

Peterson's Upstairs Store, PITTOCK BLOCK

\$50,000 WORTH OF THE FINEST HATS EVER ASSEMBLED FOR HALF PRICE AND LESS IN PROCTOR'S BIG EXPANSION SALE

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