Beating the Name

By M. QUAD

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When Jeremiah Stubbs of a certain New England village insisted on naming his month-old baby boy Hezekiah Pontius Stubbs his wife wailed out:

"Why, you've tied a millstone around his neck at the start!"

So he had. The baby had to fight whooping cough, measles, colic, rash and other things, while all others in the village escaped scot free.

Before H. P. S. was twelve years old he had fallen from a tree, narrowly escaped drowning, got hooked by a cow, spent two hours in a well and had been blown up with gunpowder.

One day, at the age of thirty-six, he was the attorney for the defense in a case of hog stealing. He felt that he could win hands down, but he was smashed all to bits and his client sent to jail. An hour later the despondent lawyer was seated in his little dog hole of an office when a stranger entered. He had been a spectator in the courtroom.

"You ought to go to jail in place of your client," said the stranger as he took the only other chair in the room.

"Durned if I hadn't!" was the admission.

"What's the matter with you?"

"My name."

"I believe it's Stubbs?"

"It's worse than that. It's Hezekiah Pontius Stubbs!"

"Good lands! Then you're always been a failure?"

"From babyhood up. I've tried being a schoolmaster, a writing master, a dry goods clerk, a bookkeeper, a subscription book agent, a tin peddler and a lawyer—a failure in each case."

"The name may or may not be against you, but you haven't hit the right road yet. Perhaps I can help you. I am a piano manufacturer in Boston. I made up 500 cheap pianos last year, to find they wouldn't sell. They are good at the price, but they are square pianos, and the people want uprights. I'm going to give you a problem to solve."

"Shoot 'er off."

"It's what is the best way to get rid of those instruments. Solve that for me and I'll solve your future. I'll call tomorrow afternoon. Good day."

H. P. S. had seen no more than half a dozen pianos in his life. He had never done business. He had simply bought a dollar's worth at a time and seldom had anything to sell.

Five hundred pianos at $200 each! Whew!

The failure sat up all night and thought and figured and figured. He was ready next day when the Boston man called with his:

"Well, how did you make out?"

"I will show you," was answered as three or four pages of legal cap were produced.

"Firstly, not one farmer in fifty has a piano in his house.

"Secondly, not one farmer in 100 has seen an upright piano.

"Thirdly, the farmer looks for something cheap.

"Fourthly, he wants time to pay for it, even if he has the cash in the house.

"Fifthly, 95 per cent of them are honest.

"Sixthly, they must be approached in a certain way.

"Seventhly, not one farmer in fifty will drive to town to visit a music store.

"Eighthly, a piano must be stood in his parlor and allowed to appeal to eye and ear.

"Ninthly, one farmer will buy a thing because another has.

"Tenthly, I am to start out at your expense and secure the name of every farmer in this county who has one or more daughters.

"Eleventhly, when I have secured the names you are to ship me 100 pianos and furnish me a rig to drive them from door to door.

"Twelfthly, the terms are to be $200 each—$25 down and two years to pay the balance."

"I guess that's about all," said the lawyer as he leaned back.

"Hezekiah Pontius Stubbs, draw up an agreement!" said the piano man as he reached out his hand for a shake.

Two weeks later H. P. S. was looking up names of farmers with daughters and young farmers that had married within a year or two.

Another fortnight and he was driving over the same road with three pianos on his fancy wagon and saying to farmers:

"Oh, by the way, I want to store one of these pianos in your parlor for a month. I'm not asking you to buy or rent, but just to let it sit there."

"But I don't buy, remember," the owner would caution.

"Oh, no, no. In fact, I couldn't sell it to you. It's for a man on the Red Bridge road. It's just a case of doing me a favor."

And do you think that piano ever went out of the house? And don't you know that Farmer Jones bought one because Farmer Green did? And wasn't the Brown girl just as good as the White girl?

The 500 pianos were sold in two counties. Then a thousand more were sold. Then H. P. S. sold uprights, sheet music, guitars, harps and banjos, and today he runs three music stores and is worth looking up in the commercial agencies.

Hezekiah Pontius Stubbs has made good. He stood up fair against the name and beat it.

Net Making In Holland.

The manufacture of fishing nets has for centuries been a very important industry in Holland, which in the seventeenth century had a fleet of over 2,000 smacks engaged in the herring fishery. The business is still a flourishing one.

Sublime Porte.

"Sublime porte" is one of those European expressions for Turkish institutions which are never used by the Turks themselves. The Ottoman government's official title for itself is hukyumet-i-seniye—"the glorious government." Turks do not speak of "the sultan," but of "the padishah," a Persian term meaning the "father of monarchs."

Siberia.

Siberia alone takes up one-ninth of all the land on the globe.

Australia.

Australia is twenty-six times as large as the United Kingdom, fifteen times as large as France and almost equal in size to the United States.

"May I—may I kiss you, dear?"
Said he.
"First I want one thing made clear,"
Said she.

"Have you e'er kissed maid before
Or tried?"
"No," he answered—she was sure
He lied.

Then with willing lips she whispered,
"Well,
Yes, you may, since you don't kiss
And tell."
—Pittsburgh Press.

"The case had to be postponed again."

"Weren't the lawyers ready?"

"Yes, but the dressmakers demanded more time."—Hartford Post.

The oyster in the stewpan stirred
Attended strictly to his biz
And never said a single word—
And yet see what his finish is!
—Washington Star.

"It seems she did something rather odd—wedded her first love or some such silly thing."

"No. It was far more remarkable—loved her first wedded."—Smart Set.

There was a young fellow named Mose,
Who adopted a "cold cynic" pose,
But one chill winter's day
Jack Frost caught him that way
And he froze in the pose that he chose.
—Fun.

Hard to Remember.

No robin bobs upon the bough,
No lark has lingered here to sing,
No tree is graced by blossoms now,
But somewhere it is spring.

No lambs are bleating on the lea,
No tender fledgling is a-wing,
No buds are swelling on the tree,
But somewhere it is spring.

The clouds are gray, and oft I find
It hard to keep remembering
While winter's blasts are so unkind
That somewhere it is spring.
—Chicago Record-Herald.

Easier to Catch.

"As the years go by women are growing more and more tired of being pursued by the men."

"I think you are mistaken."

"Why so?"

"As the years go by they make their skirts tighter and tighter."—Houston Post.

Hoyt's Removal

SALE

The contractors are at work remodeling my Second St. store which I will occupy as soon as completed.

Until REMOVAL I am going to put on a

GREAT REDUCTION

—SALE—

Supply your table with Silverware; Your vest pocket with a watch, at values unheard of in Hillsboro.
I cannot give you an idea of the tremendous reductions I am making in every line I carry.
I never advertise a fake sale the public has learned from my 16 years of honest advertising. My sales are always real opportunities.
Everything except restricted price goods; such as Howard Watches, Etc.—at prices which will pay you to investigate. All burnt wood less than cost.

L. M. HOYT

TEACHERS TO MEET

There will be a local institute and W. C. T. A. meeting at Tualatin, Oregon, Saturday, Feb. 8, 1913, with program:

Music by Association.
Business session ..... W. C. T. A.
Use of the Dictionary ..... R L Wann
Grammar .....
S E Ball, Prin. Arleta School
Playground an aid to Discipline ..... C F Grover
Intermediate Geography ..... Miss Julia Hatch

NOON

Music ..... Tualatin School
Parents' Relation to the School ..... Prin. S. E. Ball
Address ..... Wm H Proctor, Forest Grove
Discussion of School Problems, by School Patrons.

B. W. Barnes,
Co. School Supt.
R. L. Wann,
Pres. W. C. T. A.

Herman Koehnke, of Oak Park, and Geo. Susbauer, of Cornelius, were Hillsboro callers, Wednesday.

Complicating the Problem.

There's a strain rather sad which persistently sounds
Through songs of rejoicing so clear.
When sonorous melody sweetly abounds
A discord rings harsh on the ear.
Some voice will intrude as the patriot's song
Is rising so buoyantly and free,
With the question in tones elementally strong,
"Oh, what is there in it for me?"

The theories fair that seek gold in the sky
Instead of in caverns below
Or value the treasures of wisdom which lie
In volumes stood up in a row
Are shattered too often by that single call
That echoes away off the key
And makes one crude question the foremost of all—
"Now, what is there in it for me?"
—Washington Star.

Recognized the Description.

Several tourists, strangers to each other, were comparing notes.

"I am from bonny Scotland," said one.

"I am from the Emerald Isle," said another.

"My home is in the prettiest valley in Wales."

"I hail from Australia."

"And my home is in the greatest, the grandest, the richest and the most beautiful land in all the world."

Then the others exclaimed in chorus: "Well, the conceit of these Americans!"—Youngstown Telegram.

The members of the Evangelical Church planned a complete surprise for their pastor, Jan. 23, as it marked another mile post in his life. A social hour was spent, then a prayer and praise service was held in the church. Financial and other gifts were tendered.

The lecture, "Lop Sided Folks," to be held in the Evangelical Church, Friday evening, promises to be fine. Wm. Spire has lectured in the East as well as in the West. If you want the smile that wont come off, come and hear him. Admission, adults, 25c.

P. C. Roebeck, a band leader at Sandy, was brought out this week, and lodged in jail, charged with beating a board bill. Roebeck lived here some months ago and played in the local band.

M. N. Satterthwaite has sued Lenora Satterthwaite for divorce. They were married in 1909, in Canada. He alleges she deserted without cause, in April, 1911.

Rev. H. G. Richardson will speak in the Evangelical Church, Sunday evening, Feb. 2. It will be a meeting in the interest of temperance. Come and hear what he has to say.

T. W. Sain and Arthur Knox, of Scoggin Valley, were in town last evening. Supervisor Knox was in conferring with Judge Reasoner.

Thos. Connell attended the funeral of his cousin, Mrs. Smith Steele, at Corvallis, Sunday. Deceased left a husband and an infant child two weeks old.

Miss Bessie Simon has been appointed clerk at the office of County School Supt. Barnes.

The shortest name appearing on the record for some time is that of Ed Sy. The deed was recorded this week.

Eugene Shipley, of near Banks, was a county seat visitor this morning.

A. Bendler, the Holstein breeder, of North Plains, was a city caller, this morning.

For Sale—Modern house, and lot, close to center of town.—Inquire of Mrs. Susie Morgan. 48

John Schneider, of Phillips, was in town today.

Entered at the Post-office at Hillsboro Oregon, as second-class mail matter.

L. A. LONG, Editor

County Official Paper

Subscription: $1.50 per Annum.

Issued Every Thursday
-BY-
LONG & McKINNEY

Fruit Inspector Atwell has arranged for a few horticultural meetings in Washington County, and every man who has fruit trees growing should endeavor to be present. With care and knowledge of the industry Washington County can turn out as good fruit as any section of the state. Fruit growing has too long been neglected in this section, and it is time that our people awakened to methods of progress along these lines. Mr. Atwell is giving the people the advantage of speakers who stand as high authority in horticulture, and we know what can be done with intelligent effort.

Mr. Atwell, and Mr. Leis, of Beaverton, have both been prize winners at Portland's fruit shows, when they were forced to go against the "blue ribbon" districts—and they won with ease. What they have done any one can do, with progressive tactics. Turn out and hear these lectures. They will be capital stock to you.

The survey over in the South Tualatin promises anotner railway for Washington County and it begins to appear that we are to be gridironed with rails. This all helps. The demand for suburban property will make these lines profitable. Railway men generally can see as far into the future as the next man and here is a field for development that is wonderful. A rail line out to Scholls and South Tualatin will mean that hundreds of farms will be cut into small tracts, and a consequent greater prosperity.

Advertised Letters

Letters—J R Dickson, Wm Foster, Geo Gilbert, C C Henderson, Mr Hetzel, Mrs J M Irwin, R Jackson, P Jackson, Geo Manas, W H Porter, J H Rushalo, L O Stockdale, Mrs Albert Wagner. Cards—Paul Bunch, Mrs Edyth Bonnie, Ernest Hunn, Ruth Hunn, Hazel Kissel, M L Leete, Mrs Socrates Smith, Jesse E Thompson, Mrs M F Thompson.
—B P Cornelius, P M.

The Schubert Symphony Club and Lady Quartette will appear in Hillsboro, at the Crescent Theatre, February 12, under the auspices of the Ladies' Societies of the Congregational Church. This entertainment feature is one of the best touring the coast and they will give the public an evening of unadulterated enjoyment. If you love music, vocal and violin, do not fail to attend. Watch for the display next week.

Felix Taddie, a well-known Italian laborer on the farm adjoining the South city limits, was given 25 days for "pursuing a Chinese pheasant." Felix says, "I go after da duck; I no shoota at all at da China bird. I wasta no time on da China—he go too fast, lika dis, w-h-r-r-r—somebody putta upa da job on me."

All day service at Christian Church, Sunday Sunday school, 10; preaching at 11; basket dinner at 1:00; Junior C. E. at 2; annual roll call and election of officers; reports from all church departments; Y. P. S. C. E. at 6:30; preaching at 7:30. Come and bring your baskets and enjoy the day.

Front rank singers and one of the most talented of violinists will be at the Crescent Theatre, Wednesday evening, Feb. 12, under the auspices of the Ladies' Societies of the Cong. Church. Do not fail to hear this celebrated Symphony Club. They receive splendid press endorsements wherever they go.

The county court has again appointed the Hillsboro Argus and Forest Grove News-Times as the two official papers for the year 1913. There were no other aspirants—and it is noteworthy that only small newspapers who can't break into the business sneer at the designation. But, "'Twas ever thus."

Daniel Deaville, of Oak Park, was in town yesterday. After traveling all over the Middle West, upon his return from a visit to England, several months ago, Mr. Deaville says he found no place in America where he would rather reside than in Oregon.

SANDFORD—MEAD

Miss Janie Mead, daughter of M. M. Mead, was united in marriage to James R. Sandford, of Glencoe, Jan. 29, 1913, at the home of the groom's brother-in-law and sister, Mr. and Mrs. Thos. Connell, Rev. Weber, of the M. E. Church officiating. Both are popular young people, the bride having resided in Hillsboro several years. The groom lives at Glencoe, and is lessee of the Johnson estate.

They will reside at Glencoe for the present.

FROM ORENCO

There will be a horticultural meeting, Saturday, Feb. 1, at 7:30 p. m., in the Sunday-school room of the Presbyterian Church, at Orenco. Among the speakers will be: A. B. Cordley, Dean of the Oregon Agricultural College; H. M. Williamson, Secy. State Board of Horticulture; A. C. Goodrich, Horticultural Commissioner of this District; H. C. Atwell, County Fruit Inspector. This is one of the series of County Institutes under the auspices of the District Horticultural Commissioner and County Inspector, and all are invited to attend.

Commencing Friday, February 7, there will be public meetings at least every two weeks, at 7:45 p. m., by the Orenco Horticultural Study Club. The speakers already secured from the Oregon Agricultural College are: Prof. E. J. Kraus, Research Asst. in Horticulture, "Pollination," Feb. 7; Prof. C. I. Lewis, Horticulturist, "Horticulture For The Small Acreage Tracts, Including Berry Growing," February 14; Prof. Ralph D. Hetzel, Director Extension work, "Benefits of a Study Club or Carrying the College to the People," February 21; Prof. V. R. Gardner, Asst. Horticulturist, "Cultivating, Pruning and Care of the Orchard," Mar. 7; Prof. H. S. Jackson, Plant Pathologist, "Fungus Diseases and Remedies," Mar. 21; A. B. Cordley, Dean College of Agriculture, "Insect Pests and Remedies," with special reference to lime sulphur spray, April 4.

FOR SALE

You can always find one or more good milk cows for sale at the Walch Grocery Store, one block north of condenser. 46tf

REAL ESTATE TRANSFERS

Abraham Baldwin to C W Ledford, 50x100 ft in blk 5 Forest Grove ..... $[illegible]
J A Thornburgh to Felix Verhoeven, 12 a John Griffin d l c 1
C E Hall to Jno H Porter, [illegible] ft Naylors ad F Gr ve 175
Geo Doughty to Robt Harper, 50x 188 ft in Fairview 215
D A Pattullo to Patrick Moylan, lot 7 blk 8 Edgewood ..... [illegible]
Wm Brogden to Ernest Pape, 5 a in Brogden Acres Hillsboro ..... [illegible]
Herman Atrops to Godfrey Atrops, 80 a sec 25 1 2 s r 2 w ..... [illegible]
C S Reynolds to J C Reynolds, ½ int in 2 a at Mountaindale ..... [illegible]
Otto Seidelman to I W Thomas, lot in Valley View Forest G[illegible]
LeRoy Heineck to Frank [illegible] a w c b 1 2 s r 2 w .....
C L Heineck to Same [illegible]
Portland Heights Realty [illegible] Hsrs. 6 lots Portland H[illegible]
Mead Inv Co to Philip [illegible] sec 11 1 2 n r 4 w .....
I C Nealigh to F Sievers [illegible] 3 s r 2 w .....
W A Shaw to J E Wendel[illegible] Bear Reedville .....
F W Power, Oregon [illegible] to Oregon Electric, right [illegible]
J A Foote to Oregon Nursery [illegible]
A B Garrigus to Jeptha Ga[illegible] a sec 14 1 2 n r 4 w
Cooper & Rowell to Ernest [illegible] tract near Scholls
R S Sparks to A M [illegible] Curtis ad F Grove
J O Robb to C L Heineck [illegible] blk 1 Highland Park
Bertha Tongue et al to C L [illegible] 51 acres on North Range [illegible]
LeRoy Heineck to Frank [illegible] acres and ad w sec 6 [illegible]
J E Meyers to Geo [illegible] sec 33 1 1 n r 3 w
E W Moore to A Sprenke[illegible] Soelens, Vaughter yard [illegible] Baseline
Ed Sy to Leon Sills, [illegible] est Grove .....
J F Conway to Roxie Mc[illegible] lot block 7 Myers ad [illegible]
Catherine Morris to Clodin[illegible] 1.05 a sec 24 1 1 s r 1 [illegible]
Theresa Newell to W K [illegible] 124 50 a, Wm Kell [illegible]
Philip Evans to Meier & Fra[illegible] tract in sec 11 1 2 n r 1 [illegible]
Sprenchaert & Soelens to H[illegible] medt, 12.75 acres on Basel[illegible] Hillsboro .....

WANT[illegible]

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Read carefully our [illegible] free offer.

FREE 1000 Handsome Di[illegible] FREE

We will give to e[illegible] every shipper sending [illegible] Hundred Dollars W[illegible] more, of Country Prod[illegible] ing the next 90 days, J[illegible] February and March, [illegible] of our handsomely de[illegible] 42-piece Dinner Set, [illegible] and shipped to our cust[illegible] address absolutely free. [illegible] unusual offer is made in [illegible] to gain the confidence [illegible] patrons and show our [illegible] ciation of the old ones.

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2-PASSENGER	$600
5-PASSENGER	$675
DELIVERY CAR	$700
6-PASSENGER TOWN CAR ENCLOSED	$875

ALL FULLY EQUIPPED
F. O. B. HILLSBORO.

See demonstrator at

WILKES AUTO & GARAGE COMPANY

HILLSBORO, - OREGON

PIONEER HARNESS SHOP Moved

I have moved my harness shop to the Hoyt Brick, 2 doors south of the Hillsboro Mercantile Co., and opposite Hillsboro National Bank annex.

We carry the best line of harness, collars, robes, whips, etc., in the city.

Now is the time to have your harness repaired for spring will soon be here.

Second St. A. M. CARLILE Hillsboro