



**TWO VALUES.**

HERE are two values to every purchase—what it costs and what it pays you. Cork costs 8 cents a pound, but if you are drowning half a mile from shore, its value would be "not what you pay for cork, but what cork saves you." When a woman buys soaps she often confuses the two values. She sees only what she pays. She overlooks what she receives. Now a single cake of Ivory Soap pays back from ten to twenty times its cost in the saving it effects. Test it yourself! Vegetable Oil Soap. Ivory white. It floats!

**NEW TAMMANY LEADER**

**LOUIS NIXON IS A REMARKABLE MAN.**

**Business Career Has Been Characterized by Repeated Successes.**

New York commercial.

No man ever became a political leader in just the same sort of a manner that Lewis Nixon has. He is "the leader" now of Tammany, but this is using the word "leader" in the provincial sense understood only in New York. In New York City the office of "leader" is as definite a thing as the office of alderman. Each party and the different factions have their "leaders," and some of them are such real leaders that they are able to assume sovereignty and select their own successors, either inside or outside the "royal family," just as the Czar of Russia may do. Whether Lewis Nixon will ever be a real political leader—not as New York politicians use the word, but a real leader—of course, remains to be seen. Mr. Nixon has full confidence that he will. He is a young man and so far he has had nothing but success; so that he has unbounded self-confidence and is afraid neither of the interviewer nor the photographer.

Speaking about the well-known New Yorker, a very clever friend of his said: "Why, just think how little he knows about anything of a business nature! He is worse than Harvard or Yale—he graduated at Annapolis."

Lewis Nixon, however, is a brilliant exception to the general rule that ex-army and ex-navy officers never make good business men. In politics he may be an amateur in a store role—a Boy-Stood-on-the-Burning-Deck electionist talking Hamlet—but he is a successful young American business man. The United States government gave Mr. Nixon a fine technical education, and he has made the best of his advantages in a business way. Before he left the service of Uncle Sam he repaid him for the education many times over, however, by designing the battleships Oregon, Indiana and Massachusetts.

Mr. Nixon is 41 years old. He was born in Leesburg, Va., April 7, 1861. His father, Joel Nixon, was a man of some political prominence in his neighborhood, and when his son was 17 years old he secured his appointment to the Naval academy. He was the prize student and graduated at the head of his class. The government then sent him abroad and gave him two years at the Royal Naval college at Greenwich, Eng., and a chance to visit all the shipyards of Europe. When he returned he was at once assigned to the construction corps of the navy and was never called upon to go on a cruise. Men with his technical liberal knowledge of ship-building are very rare, and after he had made a reputation that will stand for all time by his work on the Oregon he received such a flattering business offer that he concluded to quit the navy and go in for money instead of glory. He became superintendent of Cramp shipyards in Philadelphia. After several years in this position he resigned and started the Crescent shipyards at Elizabeth, N. J. He has built at his own yards the submarine boat Holland, monitor Florida, the cruiser Chattanooga and other boats for the government and more than one hundred merchant vessels and pleasure crafts.

He has great enthusiasm for his occupation. He believes that the idea of occupation for any man is building ships, and that fact makes him well satisfied with himself. No man takes himself more seriously than Lewis Nixon. Since he has had greatness thrust upon him in a local political way he has been called upon to talk a great deal about himself for publication. He likes it. He enjoys publicity. He enjoys telling of what a busy man he is, for the fact that he has no time for pleasures or fads, of his plans and his good intentions. He does not object to making a speech if the occasion presents itself, and he makes a rather good one.

Just how he came to be a politician he himself does not exactly know. "I just drifted into it," he says. He would probably enjoy what was said of him by an old New York politician the other day in this connection. Asked how Nixon came to be a prominent politician, he replied: "How do I know he is a politician?"

Personally Mr. Nixon is a very pleasant sort of a man, blending the polish of the naval officer with the abruptness of the busy business man. He enjoys the pleasures of life very much, notwithstanding his devotion to business. He likes a quiet trip on his house-boat with his wife and boy, and a good dinner with a party of good friends—but he undoubtedly keeps his mind on business most of the time. He has a great many things to think of, even besides building ships and managing a political organization. He is interested in all sorts of things. He is one of the organizers of a mammoth new Texas oil company; he is president of the International Smokeless Powder and Dynamite Company; president of the United States Long-Distance Automobile Company; president of the Carbol Axle Company; vice-president of the New York Auto-Truck Company; head of the Idaho Exploration and Mining Company, and is a trustee in several public institutions. He is also a member of the committee, of which Senator Hanna is the head, appointed to try and work out a solution of the "labor question."

It is fortunate for Mr. Nixon that his body is as strong as his ambition. He has the physical force to put into everything that he does and the good appetite that brings courage and self-confidence. He is another strenuous man.

**HEIRS TO LARGE ESTATE.**  
WALLA WALLA, Feb. 14.—Frank M. Baker and his daughter, Minnie, of this city, will begin action to secure the share coming to them in the famous Colonel Jacob Baker estate of Philadelphia, valued at \$380,000. The Bakers have been given assurance that the claims will be settled within a year.

**POPULAR INTEREST AROUSED.**

**President Roosevelt Asks Information on Hawaiian Political Situation.**

SAN FRANCISCO, Feb. 14.—Mail advices from Honolulu are to the effect that Senator George R. Carter, of the Hawaiian legislature, has received a personal letter from President Roosevelt asking a statement of the political situation in Hawaii. Senator Carter will leave for Washington February 11, to present the matter in person.

President Roosevelt's request, together with the report that President Dole's resignation would be called for has caused unusual interest in Honolulu political circles.

**ADMIRAL SCHLEY'S APPEAL.**

**Cabinet Members Say President's Decision Will Clear Atmosphere Somewhat.**

WASHINGTON, Feb. 14.—One of the principal subjects discussed at a meeting of the cabinet today was the reply which the president will make to the appeal of Admiral Schley.

Members of the cabinet are reticent as to what the president's views are, and will give no information beyond the statement that his decision undoubtedly will clear the atmosphere somewhat upon many of the involved questions.

**ANNOYANCE OVER MAILS.**

NEW YORK, Feb. 14.—The usual annual annoyance, owing to delay in the transmission of mails from Great Britain to America and the West is now in full swing, says a London dispatch to the Herald. This is due to the fact that many of the fast steamers of the subsidized lines are undergoing repairs.

**STOCK EXCHANGE SEAT.**

NEW YORK, Feb. 14.—A New York stock exchange seat has just been sold for \$70,000 and although there were five memberships offered it was said only one sale was made at that figure. The high record price for New York Stock Exchange membership is \$80,000. This amount was paid a few weeks ago.

**DEAF MUTE DID WELL.**

SALT LAKE, Feb. 14.—"Silent" Rowan, the deaf mute featherweight, outclassed in everything except experience, managed to get a draw at the end of the twenty rounds with Phil Green, of Salt Lake, tonight. For 15 rounds the deaf mute did most of the leading and at the end had a shade the better of it.

**BOOKER WILL BE ORATOR.**

LINCOLN, Neb., Feb. 14.—At a meeting today of the senior class of the University of Nebraska the selection of Booker T. Washington as commencement orator was endorsed by a majority vote.

**CAPITAL STOCK INCREASED.**

PORTLAND, Feb. 14.—At a meeting of the stockholders of the Lewis and Clark exposition tonight it was voted to increase the capital stock from \$250,000 to \$500,000.

**CHARTER VOTED UPON.**

PORTLAND, Feb. 14.—The Portland Chamber of Commerce completed its work today. The charter will be voted upon at the coming election in June and if carried will go to the legislature for ratification.

**CALIFORNIAN WON.**

DENVER, Feb. 14.—Billy Armstrong, of California, won from Kid Parker, of Denver, on a foul in the seventh round of what was scheduled to be a 10-round go tonight.

**AMERICAN WRESTLER WON.**

BUFFALO, Feb. 14.—Tom Jenkins, of Cleveland, champion American wrestler, defeated Jim Parr, champion of England, in a match for the international championship. Jenkins won in two straight falls.

**TO BORE FOR OIL.**

BAKER CITY, Ore., Feb. 14.—A. W. Thayer, representing W. P. Dunn, a capitalist of Denver and Los Angeles, is here arranging with the various oil companies to bor for oil in the Malheur oil district. The plan is to begin boring within 60 days.

**THEODORE GETTING BETTER.**

GROTON, Mass., Feb. 14.—Theodore Roosevelt, Jr., has improved very rapidly and for the first time since his illness partook of solid food. From all appearances the convalescence will be uninterrupted.

**PROPOSALS WANTED.**

Office of C. Q. M., Vancouver Barracks, Wash., February 10, 1902. Sealed proposals, in triplicate, will be received here until 11 a. m. March 11, 1902, and then opened for the construction at Fort Wright, Wash., of one double barrack building, brick. For full information, plans and specifications apply to this office. U. S. reserves right to reject or accept any or all proposals or any part thereof. Envelopes containing proposals should be marked: "Proposals for construction of building at Fort Wright, Wash." and addressed to undersigned. J. W. JACOBS, C. Q. M.

**O'ROURKE'S SECRET OUT**

**The Great Trainer Put His Faith in Nerves.**

**ENDURANCE HE WANTED!**

The ablest manager of professional athletics in the world, Thomas O'Rourke of New York City, writing to the proprietors of Paine's Celery Compound on January 11, said:

"One of the most important features in the training of an athlete is to invigorate his nervous system, and nothing ever takes the place of Paine's Celery Compound to accomplish this! It facilitates getting a man in prime condition. In my experience in handling athletes I have never found anything equal to it."

"This from a man of whom the most wonderful champion in the world said, when one of O'Rourke's pupils had won the world's championship: 'The secret of O'Rourke's success I cannot understand. Wonderful endurance and an inexhaustible supply of nerve force distinguishes the men he coaches from their opponents in every battle.'"

For the past 11 years Mr. O'Rourke has been recognized as the greatest trainer in the world. While he was coaching George Dixon, that young



THOMAS E. O'ROURKE.

athlete was the world's champion. Sharkey, who was at first a rough and tumble giant, under O'Rourke's training developed into an even-tempered, hardy, strong, rugged boxer.

The above unsolicited words from Mr. O'Rourke, who, by the way, has been the owner of the Broadway Athletic Club, the Lenox Club, the Coney Island Club and Royals Golf Club, and who is known to be one of the finest gentlemen among the devotees of the many art, tell the whole story. He found in Paine's Celery Compound nature's food for the nerves.

While this remedy has effected thousands of cures among those who are sick, and has restored to healthy life innumerable men and women whose nervous systems have been shattered, and who were suffering from the symptoms of the beginning of a deep-rooted impairment of the nervous system—it is worth noting that even in those exhausting contests where absolutely perfect nerves are preeminently needed, this remedy has also been found equally as beneficial in repairing the exhaustion due to the high training.

If such men, who require above everything else—above muscles (which cannot develop without good nerves)—above courage, which no man with weak nerves ever had—who require above everything else perfect nerves—if such men have found it necessary to feed the nerves and brain with the food nature requires—it is good proof that this greatest of all remedies, the discovery of one of America's ablest professors, accomplishes all that is claimed for it.

Every man or woman whose nervous system is not in perfect condition will find that this remedy will make it so! No other remedy in the world was ever so universally acknowledged by physicians and all those who have had to do so perfectly adapted to cases of failing health and lagging vitality.

**CHOICE MEATS**

Fresh Meats  
Pickled Meats  
Cured Meats  
Prompt Deliveries  
Lowest Prices

**Christensen & Co.,**  
518 COMMERCIAL STREET.

**BANNER SALVE**  
the most healing ointment in the world.  
**Foley's Kidney Cure**  
cures kidney and bladder ailments.

**DIAMONDS**

All kinds of precious stones, set and unset, at very moderate prices. The latest productions in the jeweler's art in Society Emblems, Pins, Badges, etc. Solid value and guaranteed quality in standard watches and clocks. Fine repairing.

**J. H. SEYMOUR.**

**Insurance, Commission and Shipping.**

**C. J. TRENCHARD,**  
Agent Wells Fargo and Pacific Express Comp'ys.  
Custom House Broker.

**...TEAS...**

Latest importations in TEA, RICE and all kinds of CHINA MERCHANDISE.

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**Prompt Deliveries**

Of Choicest Fresh and Cured.....

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New Shop. Best of Service.  
Phone Main 61.

**BOSTON MEAT MARKET**

We lead, others follow.  
**QUITPAYING RENT**

Own your own home  
Don't pay interest.

**The Oregon Mutual Home Society**

Will buy you a home for \$1000, or pay your mortgage for the same amount. You can repay them at \$5.35 per month, without interest. Send for leaflet explaining our plan.  
Home Office, 606 Commercial Bldg., Portland, Ore. Tel. South 1091.  
Local agents wanted in every town in the state.  
Contracts matured as follows:  
December 31, 1901, No. 1.  
January 15, 1902, No. 2.

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**FIRST-CLASS WORK AT REASONABLE PRICES.**

Special Attention Given to Ship and Steamboat Repairing, General Blacksmithing, First-Class Horse-Shoeing, etc.  
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GENERAL CONTRACTOR  
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**SANTAL-MIDY**

These tiny Capsules are superior to Balsam of Copaiba, Cubebis or Injections and CURE IN 48 HOURS the same diseases without inconvenience.

**CLOTHING**

My Late Clearance Sale was a tremendous success and accomplished well its purpose of making room for the large stock of

**Spring Styles**

just now beginning to arrive. As soon as the lines are complete you will be advised of some stunners in styles and prices. In the interim you can **Pick Up Some Bargains** in broken lines of winter clothing that will make you dizzy. If you fit the goods you will strike it rich.

**Call and See Them**

In furnishing goods you will always find the stock complete. Neckware, Underwear, Hats, Shoes, Rubber and Oil Goods at lowest prices and in best qualities and latest styles.

**P. A. STOKES**  
**The Clothier.**

**KOPP'S BEST**  
A Delicious and Palatable  
Drink Absolutely Pure

The Northern Pacific Brewery, of which Mr. John Kopp is proprietor, makes beer for domestic and export trade. Bottled beer for family use or keg beer supplied at any time. Delivery in the city free.

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Pleasant and artistic interiors and attractive exteriors make life brighter and happier. Paint and paper are cheap. Better

**Cheer Up The Home**

by putting some new bright paper and paint on the walls. It will be more pleasant and more healthful. Latest and prettiest styles now received. Call and get estimates.

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**A Hold Up**

We hold up our line of Stoves and Ranges to the public for inspection. Prices on all Heating Stoves we have shot to pieces.

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**Fancy and Staple Groceries**

FLOUR, FEED, PROVISIONS,  
TOBACCO AND CIGARS.....  
Supplies of all kinds at lowest rates, for fishermen, Farmers and Loggers.  
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**Pears'**

To keep the skin clean is to wash the excretions from it off, the skin takes care of itself inside, if not blocked outside.

To wash it often and clean, without doing any sort of violence to it requires a most gentle soap, a soap with no free alkali in it.

Pears', the soap that cleans but not exoriates.

Sold all over the world.