

**THEATRICAL MANAGER WHO DISCOVERED MARY ANDERSON A YOUNG MAN AT 68**

John R. Rogers, the most widely known theatrical agent in the country, is 68 years old, and looks 38. He says he is young because he devotes so much time to entertaining newspapermen. But that is a malicious falsehood. If it were the newspapermen, for instance, it might be different. It really is because all through life, or through the greater part of it, Mr. Rogers has had everything he wished.

He has made and lost three fortunes. When he was about 25 he spent \$100,000 in two years—and it was the boost towards having a good time received at that occasion that he owes his present youth and amiable disposition. He was perfectly happy for two years and he accumulated such a reserve force of joy that ever since when a piece of bad luck comes to him he has but to draw on that sinking fund and forget his worries.

He has crossed the Pacific 12 times, and the Atlantic 50. He is the husband of Minnie Palmer—Mr. Sweeney—the favorite of 30 years ago, who is to return to New York from England next fall for the first time in 15 years.

He discovered Mary Anderson in Louisville, Kentucky, gave her the title of "Our Mary," and succeeded in placing her on the stage through the assistance of Colonel Henry Watterson of the Courier-Journal. He also managed Booth, Barrett and many other stars of the past century.



John R. Rogers at 68 Looks Like Boy of 38.

**Secrets of Youth.**  
Here are "Yours Merrily's"—as he is universally known—rules on how to retain your youth. You may find something beneficial and you are sure to find something interesting in them.

"It is just as easy to be cheerful and happy when things go wrong and sorrows and disappointments multiply, as to be moody and depressed. Pray, order, control, boss yourself, and you will overcome adversity and smile at disaster."

"There is always a sunny side if one will but look for it, however dark the shadows in which one may be walking. There are tender sympathies as well as harsh criticisms, and the cheerful are the envy of the hypochondriacs."

"There is a 'new thought' sect teaching the theory that mind is superior to matter; that people are sick only when they think they are sick and are only well when they think they are well. You may not agree to that theory entirely, but indisputably the power of the mind will exert a great influence in the matter of ill which are largely imaginary. Some of us are prone to exaggerate our physical infirmities as well as to worry over trifles which should be dismissed as unwelcome visitors not to be indulged."

"Train yourself to be cheerful even though there be sorrow in the heart. A long face is always disagreeable, while a smiling face is welcomed everywhere. You may have troubles—everybody has—but do not nurse them and above all do not exploit them. No one cares to be bored with your troubles, however sympathetic one may appear to be. Remember that other people have troubles of their own."

**Sinful, Long Faces.**  
"Do not frown at pleasure and regard light-heartedness as frivolity. Do not imagine that everything that is pleasant is sinful. Sin is something disagreeable. It is a sin to wear a long face and mope about in such a way as to disagreeably affect those around you. Be cheerful, and help to spread cheerfulness wherever you go. Sunlight

**A Twenty-Year Sentence.**  
"I have just completed a twenty-year health sentence imposed by Buckle's Arnica Salve, which cured me of bleeding piles just twenty years ago," writes O. S. Woelever, of Leesville, N. Y. Buckle's Arnica Salve heals the worst sores, boils, burns, wounds and cuts in the shortest time. 25c, at Skidmore Drug Co.'s drug store.

**Racial Prejudice.**  
From Chicago Tribune.  
MacPherson—Hear about the Italian bank breakin' in New York? One cent was all that was left.  
O'Rafferty—Fwhat was ut? Garlic?

**Liars All.**  
From Philadelphia Inquirer.  
"You went fishing with Jones yesterday; what did you catch?"  
"Ask Jones, I forgot the number we agreed on."

EMERSON SAYS:

**Hitch Your Wagon To a Star**

Buy Real Estate in Montavilla and You Will Have Lived Up to Every Letter of the Philosophy of This Immortal American.

Compare Montavilla real estate with other property of the same price and you'll admit if you are fair with yourself, that it is distinctly superior. The cold fact is, Montavilla has been overlooked. Unmindful of the clamorings of newly platted sections all about, Montavilla residents have gone along, quietly but steadily growing, improving and profiting. During the past year the city and county have added four miles of broad new streets, and on the east slope of Mount Tabor over 125 new, modern homes have added materially to the population.

A peculiar conservatism about Montavilla has kept its realty prices much below actual value, but the present activity is going to cause radical advances just as certain as the sun shines and the man who invests in this picturesque suburb now is going to reap a harvest such as none other but this unusual condition could bring about. By buying in Montavilla you "hitch your wagon" to the most brilliant "star" in all of Portland's realties, but don't take my word for it, come out here and see.

The Montavilla carline has passed the "cussing" and waiting stage and is giving its patrons city service. Living here you can be certain of getting the same car at the same time each morning and evening and reaching your home and office without delays. You need dispense with no convenience that you have in town when you come here, and think how lovely it would be to be owner of your lot and home, and of the extra dollars the mere passing of time will put into your pocket.

Come out here to Montavilla on the M.-V. car and let me show you what you can do with that little "nestegg" of yours. I have a varied list of opportunities for you, among others:

**A Plan to Build Your House Complete for an Almost Unbelievable Amount of Cash**

**FOR \$2,300**—A six-room cottage which will be ready for occupancy in thirty days. Lot on corner, 50x100, close to carline; modern in every respect; building restrictions; terms. Some fruit trees.

**FOR \$1,700**—Five-room cottage now being built, modern. Will be ready for you in sixty days. Three blocks from carline. Terms: \$100 down and \$15 per month.

**LOTS FOR \$350**—Three beautiful lots on Villa avenue, \$350 each, or if sold en bloc owner will take \$1,000, \$100 down and \$25 per month. We need such families as yours at Montavilla.

**FOR \$3,000**—Five-room house, finished thirty days ago. Modern and furnished throughout; owner obliged to go away. The lot is 50x100 and the whole is a positive steal at the price.

**LOT BARGAINS**—I have a party who has six fine residence lots which he will sell for \$500 each, or one for \$300 provided a modern cottage is built on it. Here's a chance that will put you to thinking.

Montavilla is beautiful now, all nature is decked in its most gorgeous garb of green and Mount Hood and St. Helens seem but a pleasant tramp away, so perfectly unobstructed is the view. Come today—I'll see you and show you buys that will make you sit up and agree with me that Montavilla has been doing things.

MY OFFICE IS AT THE TERMINAL OF THE M.-V. LINE  
Anyone Will Show You

**ROLLINS OF MONTAVILLA**



**TIMBER! TIMBER! TIMBER!**

I can positively convince you that there is no better investment on the present market than the one here offered. Think of it! Four billion feet of high priced hardwood merchantable timber, located on the coast, accessible and easily logged, on good wide tidewater rivers. The market for every foot of this vast tract is already established, and the profits will be enormous. Ten million feet per year can be sold in the immediate vicinity of our plant.

*The Board of Directors of the Northwestern Exploration & Development Co., which controls this timber, has authorized me to sell a limited number of shares of its stock at 20c per share, par value \$1.00, for the purpose of installing a plant of sufficient size to meet the demands of the market.*

20c PER THOUSAND FEET, and most of it finds a ready market at prices ranging from \$100 TO \$400 PER THOUSAND. The Lignum Vitae is in great demand and marketable at more than \$1000 per thousand feet.

I have on exhibition at my office samples of wood, highly polished, cut from this tract; also cruisers' reports and other data, which will convince at once the most skeptic of the wonderful money making resources of this enterprise. Call or write and secure subscription blanks. Do not delay or you may miss the opportunity of a lifetime.

**GEO. W. DOUGLASS**  
318 Worcester Building  
PORTLAND, OREGON