

PORTLAND MUS SEEMEN AFTER ALASKAN TRADE

Business Is There, and This City Could Get Most of It if Salesmen Were Put in Field, It Is Said.

Portland may send an entire fleet of vessels to Alaska, but unless the merchants send representatives into the field to tell the people what they have for sale—kinds, price and quality of goods—no trade will come from there.

Mr. Drake and Clifford Johnson, discoverer of a wonderfully rich gold mine near Valdez, are in the city for the purpose of figuring on a plant that will handle 500 tons of ore monthly together with tools, powder, food supplies and other equipment. The order will amount to many thousands of dollars.

"I am a Seattle man, my home is in Seattle," continued Mr. Drake, at the Oregon hotel last evening. "But I am so glad and tired of the methods pursued by the dealers here. I want to see the Alaska trade come to Portland. We came here to buy our supplies, although we should buy in Seattle if we would live up to what the boosters tell us."

"What Portland merchants should do is to send men everywhere—from Ketchikan to Nome on the coast, and from Eagle to St. Michaels on the Yukon. At every point I have visited—and I have been all over the territory—the merchants are clamoring for competition in the purchase of supplies. They want to know why Portland isn't taking an interest in them."

"It will be the easiest matter in the world for Portland to get all of the Alaska trade—to take it away from Seattle. Seattle took it away from San Francisco six or seven years ago simply by sending men into the field. San Francisco was sitting back and taking in the orders by mail. Now she has lost practically all of the trade."

"Statistics will prove that the Alaskan business amounts to \$25,000,000 per year. I think I am safe in saying that if Portland goes after this business she can get practically all of it," said Mr. Drake.

Vain Lad's Attempt to Grow His Hair Pompadour Has Disastrous Climax



Vanity in a woman is not unusual, and some men and boys have the same disease. This tale deals with one of the latter.

A youth of tender years with a "pretty" face, tired of wearing his hair in the style of his forefathers, decided that his "girl" would think him really handsome if his hair rose in the majestic "pompadour." Unfortunately, his hair is of the clinging variety.

To offset this disadvantage it was necessary to train the unruly locks by artificial means and an old straw hat minus the top of the crown was resorted to for pasting the hair to the hat, and leaving it in that position until he left the house for work, it would retain the desired position until he returned home in the evening.

The scheme worked fine, and his pompadour became the admiration of the girls and envy of the boys. Every boy in town wanted to learn the secret of his success, but he kept it entirely to himself and revelled in the consciousness that he had the finest "shoe brush" in the city.

Now the truth has leaked out. Reginald attended a party the other night "accompanied" by his "pompadour." The hour of his return was late and, strange to say, he was also late in rising the next morning. Did he forget his hair? He did not. The hat was in place and the hair pasted as usual.

Breakfast over, he made a grand rush for the car, boogied it and dropped into the only remaining seat. A titter swept through the car. Not understanding why, but being a jolly fellow, he laughed too. Suppressed giggles and whispered conversations seemed to be the rage that morning and Reginald's chest swelled under the glances of the many shop girls on their way to work for he was sure they were admiring him.

Brooklyn Honors Chamberlain.

(Washington Bureau of the Journal). Washington, Feb. 21.—The Brooklyn Democratic club wants to hang Senator Chamberlain's portrait on its walls, and is circulating his speech on the Oregon system.

Miners' Pay Is Stolen.

Mogollon, N. M., Feb. 21.—Possessing a large sum of money, a miner is circulating his speech on the Oregon system.

Portland AS CENTER FOR COLLEGE IDEAL

Portland was considered after most thorough study the center of the best unoccupied territory for a college of liberal arts in the United States, said President W. T. Foster of Reed, telling the Rotary club at luncheon in the Imperial hotel yesterday afternoon why Reed college had been located as it has been.

With a series of stereopticon views President Foster showed why Reed college was located on the east side south of Hawthorne avenue. The center of Portland's future residence district, he said, will be East Portland, and this is the proper place for an educational institution of the importance of Reed college.

President Frank C. Riggs presided over the Rotary meeting, his first meeting since he was elected to succeed Dwight Edwards as head of the organization a few days ago. There was an unusually large and enthusiastic attendance of club members. Mr. Riggs announced as his first appointment, the membership committee, with the following members: H. P. Coffin, chairman; W. A. Knight, R. D. Holman, J. C. English, Dwight Edwards.

Encouraging reports were received from the Rotary club committees on social hygiene, garden contests in the public schools, and the sending of the Washington high school track team to the interstate meet at Berkeley, Cal.

chant of Independence, Or., is a guest at the Oregon. Hanz R. Von Wiesner, the capitalist of Philadelphia, who is interested in an irrigation enterprise at Canby, Or., is registered at the Oregon.

Pat Welch, the well known railroad contractor of Spokane, is a guest at the Oregon. J. M. Dougan, a building contractor of Tacoma, is registered at the Oregon.

J. W. Randall, an insurance broker of San Francisco, is registered at the Oregon. H. P. Preston and C. B. Preston, prominent business men of Walla Walla, are guests at the Oregon.

Mrs. F. D. Arrington gave a card party at the Oregon hotel Monday evening, after which a banquet was served in the grill.

A. I. Mason, the well known good roads promoter, is a guest at the Oregon. W. I. Reed, the well known Oakland timberman and capitalist, is a guest at the Seward.

R. M. Hall, the real estate dealer of The Dalles, is a guest at the Seward. Joseph Copeland and B. E. Wright, fruit land owners of Hood River, are guests at the Seward.

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1500 Ideas for 15c

Ideas for dresses, dinners, dishes, parties, pantries, games, gardens; ideas about house-building, house-furnishing, housekeeping; ideas for husbands, children, babies; ideas about people, books, markets, politics, amusements, entertainments, clubs and sociables.

Every idea is worth at least 15c Every woman can use at least one idea

Maude Adams has never been "written up" before. Here are two pages with pictures. Congress makes laws for women as well as for men. Vice-President Sherman tells how they do it. Women in Tacoma stopped the markets from selling bad food. One who helped tells it. Are you intellectually dishonest? Read and see. Have you read Jeffery Farnol, Zona Gale, Edna Ferber? Miss Gilder has. What are the best new books? Here are ten of them. Georgia Wood Pangborn has written a good story; J. J. Bell another. There are seven in this number. Every suggestion is worth 15 cents. You can get the whole 1500 for 15c

Is the Spring Girl still straight up and down?

Yes, but not for long. Thus Miss Gould starts off her fashion prophecies and answers in her own authoritative and clear-cut way the questions that are now on every woman's lips. Miss Gould is the leading authority on woman's dress, and she knows what she is talking about. She has fifteen different departments in this Spring Fashion Number describing

92 New Things to be worn this Spring

"New Spring Materials," showing what is correct for tailored suits and afternoon and evening gowns; "The Correct Fashions for the Two Types of American Girl"—"The Tailor-made Girl," drawn by Paul W. Furstenberg, and "The Picturesque Girl," drawn by C. G. Sheldon; "Spring Fashions for the Young Girl," her correct clothes for different hours in the day; "The Latest News from Paris," by our special French correspondent; "Twenty-four Smart Waists for Spring," showing the very newest features in tailored waists and costume blouses; "The New Ribbon-bow Board," novelties women can make on this useful board; "How to Make Your Spring Hat," a lesson on covering and trimming a wire frame; "Dainty Things for Baby"; "The Spring Hat and Its Relation to the Coiffure," just what millinery shapes and what types of hair-dressing are best suited to each other; "Dainty Little Fashions," dress novelties which can be made for one dollar or less; "The Dressmaking Lesson"; "The Newest Crochet Patterns"; "Correct Spring Fashions for Well-dressed Boys and Girls." 92 ideas about fashions for 15c



What is Fashionable for Afternoon Wear?

The best cook in the world tells you how to cook. Fannie Merritt Farmer, author of "The Boston Cooking School Cook Book," contributes 15 Lenten Dishes, 31 Seasonable Menus for March; 14 "Recipes by Request," and 15 tested recipes for "My Husband's Favorite Dish," contributed by Companion cooks all over the country. There are also recipes for 5 kinds of Scotch Cakes. Women's Home Companion readers unite in telling one another 37 good house-keeping ideas— 15c

Pages for children. Six different departments are either for children or about them. There are the adventures of the Kewpies; the Jack and Betty toy cut-out book with further adventures; the serial, "The Island Twins"; "Dr. Dennett's page, "When Baby is Sick"; Sam Loyd's page of puzzles; Ten Practical Kites that boys can make, and one page of children's fashions in colors— 15c

Do you want a garden as well as a house?

Read the garden ideas. "The Garden of Perennials" is one way. Seven prize gardens show the ideas and successes of other readers; four "Summer Gardens" are ours. Then there are two full pages showing photographs and floor plans of eight original bungalows. For furnishing the house, study "The New Wall Papers and Cretonnes," "How to buy Furniture," Miss Skrimpton's "Built-in Furniture," and "Three Mission Tables" that you can make yourself. Ideas for the House, Indoors and out— 15c

Are you musical?

Usually the Woman's Home Companion contains a piece of sheet music. This number has three special pages of advice for the woman musically inclined: The second part of "The Girl with a Voice," a paper on "How to Practice" and the Tower Room Talk in this number is devoted to "A Girl's Education in Music." 15c

WOMAN'S HOME COMPANION

All news-stands now, 15c. \$1.50 a year. The Crowell Publishing Company, 381 Fourth Ave., New York

A Reasonable Plea For the Stomach

If Your Stomach Is Lacking in Digestive Power, Why Not Help the Stomach Do Its Work? Especially When It Costs Nothing to Try.

Not with drugs, but with a reinforcement of digestive agents, such as are naturally at work in the stomach? Scientific analysis shows that digestion requires pepsin, nitrogenous ferments, and the secretion of hydrochloric acid. When your food fails to digest, it is proof positive that some of these agents are lacking in your digestive apparatus.

PERSONALS

- Mark A. Fullerton, an attorney of Olympia, Wash., is registered at the Perkins. J. F. Miller, a merchant of Cottage Grove, is a guest at the Perkins. S. Beach, a wheat grower of Saskatchewan, Alberta, Canada, and wife are guests at the Perkins. J. Taylor, president of the Taylor Lumber company of Kelso, Wash., is a guest at the Perkins. H. Toby, a merchant of Yaocot, Wash., is registered at the Perkins. John B. Newton, a merchant of Canby, Or., is registered at the Perkins. Mrs. A. Baker, wife of a well known business man of Gaston, is a guest at the Perkins. W. A. Scott, a merchant of Caldwell, Idaho, is a guest at the Perkins. F. A. Harmon, a business man of Baker, Or., is a guest at the Multnomah. George W. Warren, promoter and capitalist of Warrenton, Or., and wife are guests at the Multnomah. A. N. Barnard, a business man of Grants Pass, is registered at the Multnomah. George H. George, the well known canneryman of Astoria, and wife are guests at the Multnomah. R. C. Crosby, a business man of Dundee, Or., is registered at the Multnomah. George W. Peavy and W. L. Powers, business men of Corvallis, are guests at the Multnomah. Harold Davis, a business man of Fullerton, Wash., and wife are registered at the Portland. N. Bangs, a timberman of Timber, Or., is registered at the Portland. Mrs. Charles W. Gibbs, wife of a jeweler of Wallace, Idaho, and daughter, are guests at the Portland. E. J. McFeely, vice president of the firm of McLennan, McFeely & Co., the largest hardware salesmen in Canada, is a guest at the Portland, from Vancouver, B. C. John Hampshire, with the firm of Twoby Bros. of Spokane, is a guest at the Portland. W. M. Leeper, a capitalist of New York, past middle aged, who has been attending school at Corvallis, is registered at the Portland. Mr. Leeper has lately acquired a large tract of fruit land at White Salmon and he took a course in horticulture so that he might better be able to raise that fruit successfully. P. J. Brown, a land owner of Baker, and family are registered at the Imperial. J. M. Keeney, a hotel proprietor of Vale, is registered at the Imperial. W. C. Miles, a lumberman of Seattle, is registered at the Imperial. H. C. Hendershot, Charles E. Bean and E. J. Milnes, of Pendleton are guests at the Imperial. W. J. Kerr, president of the Oregon Agricultural college, is a guest at the Imperial. F. J. Berger, a hardware merchant of Eugene, is registered at the Imperial. W. L. Ayers, a hotel proprietor of Eugene, is registered at the Imperial. Dr. W. E. Mullholland of Union, Or., is registered at the Imperial. K. C. Eldridge, a well known mer-

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