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January 19, 1923
Immediate Returns Free Refrigeration No Commission
FRANK L. SMITH MEAT CO. "Fighting the Beef Trust" New Location
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Ship any hour, any day. Open all day Saturday, 10 to 12 on Sunday.

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ARMSTRONG RADIATOR If your RADIATOR heats or leaks, send it to us. Armstrong Auto Radiator Co., 87 Burnside street, Portland, Oregon.

DR. CHAS. J. DEAN 2ND AND MORRISON PORTLAND, OREGON MENTION THIS PAPER WHEN WRITING

SMELLS CARRIED BY CURRENTS Experiments Have Been Made to Show the Time Taken for Various Scents to Travel.

The rapid propagation of smells noticed in the open air appears due entirely to currents, since in small tubes, where currents do not exist, the rate is found to be very small. Experiments along this line were first undertaken in England and additional data have been reported in this country.

With ammonia diffusing through a tube a meter and a half long, more than two hours elapsed before the smell could be detected at the other end of the tube. Using different lengths of tubing, it was found that the time required for the diffusion of the smell was roughly proportioned to the square of the length.

Ammonia and hydrogen sulphide were used for these experiments. The presence of ammonia could be detected chemically at a point in a tube after about the same time as when the sense of smell was used

for a detector. The rate of propagation of the smell of ammonia was not markedly different when this had to pass along the same tube either horizontally or vertically downward.

With camphor, however, while the rates horizontally and downward were about the same, the speed upward was about twice as great. The smell given to iron and brass by rubbing these with the fingers was also tried, but gave no definite results.

The Initial Consideration. Lady—I want to sue my husband for divorce.
Lawyer—What are your charges?
Lady—What are yours first?—Boston Evening Transcript.

Chaucer. I know not whether to marvel more, either that he in that misty time could see so clearly, or that we, in this clear age, walk so stumbingly after him.—Sir Philip Sidney.

LAMPS TO COMMEMORATE DEAD Ralatea Islanders in South Seas Have Curious Custom of Honoring Departed.

Papete, Tahiti.—A curious custom exists among the natives of the island of Ralatea (the chief island of the Leeward group of the Society Islands) to preserve the memory of deceased relatives. In the large church at Uturoa, the principal settlement on

that island, will be seen a great number of brass hanging lamps all about the building. Each of these has been presented by some native family in memory of some beloved member of the clan who has died and they constitute a memorial such as a bronze tablet or a stained glass window would represent in European countries.

To qualify to give orders, be orderly.

The SANDMAN STORY

CLEVER MR. RABBIT

IT WAS the first snow of the winter, and Mr. Fox knew very well that his tracks would be plainly seen by Mr. Dog or Mr. Man, so he had to set his wits at work to think out a plan to throw them off his track.

There was an old sled lying at the side of the road by the woods and while he was thinking Mr. Fox spied it and at once he had an idea he would take Jack Rabbit and Mrs. Rabbit and all the little Rabbits for a sleigh ride over near the farm, then he would dump them all off the sled and when they walked back, of course, their tracks would show on the snow.

He would be careful to step in his own tracks when he went home, so no one would notice them, and Jack Rab-

bit and his family would be pestered by Mr. Dog and Mr. Man while he would be safe.

Mr. Fox was very busy all day making a harness for himself of rope, for he knew he would have to be careful that Jack Rabbit did not have the least suspicion that he was taking his sleigh riding for anything but pleasure.

By and by he had everything ready, and, putting on the harness, he fastened himself to the sled and off he trotted to Jack Rabbit's home and knocked at the door.

"Want to take a sleigh ride?" he asked, when Jack opened the door. "I feel just like a gallop, the air is so crisp. I thought the children and the missus might like to go, so I fixed up this rig just to please the bunnies."

Jack Rabbit from long experience knew that Mr. Fox never went to any trouble for anyone but himself, and though he did not understand why Mr. Fox was so very kind and polite he decided to go and be on his guard all the time.

Mrs. Rabbit and the little Rabbits put on their hoods and coats and mittens and all of the Rabbit family were soon tucked on the sled. Jack Rabbit picked up the reins and off trotted Mr. Fox over the snow, the ears of the little rabbits sticking right up straight as they flew along.

Mr. Fox was so sure that he was smarter than Jack Rabbit that he did not notice anything he did—he was too busy thinking of his clever plan—but if he had kept his eyes on Jack he would have seen him tuck under the straw on the sled a nice long whip, but he didn't and so he dashed over the hill near the farm.

When he reached there he began to prance and caper in a way that threatened to upset the sled and Jack Rabbit began to think there was something wrong, and that it was time to use the whip.

"Whoa there, whoa!" he said, giving the reins a sharp twitch, and then, to the great surprise of Mr. Fox, right over his head and neck he felt a sharp sting. Mr. Fox was smart enough to know what was going on and that for once Jack Rabbit had outwitted him, so he pretended he was cutting up to make the little Bunnies laugh, but he didn't go any farther from home.

He turned right around and ran back and he was very careful not to cut up.

"That was a splendid ride you gave us," said Mrs. Rabbit as she and the Bunnies jumped to the ground, and Jack Rabbit thanked him also, but there was a twinkle in his eyes that told Mr. Fox that though he did not know just his scheme he had been too clever for him this time and had spoiled it.

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THE RIGHT THING at the RIGHT TIME By MARY MARSHALL DUFFEE

FIRST CALLS Rigorous law is often rigorous injustice.—Terence.

BEHIND almost all our modern rules of etiquette there is a basis of common sense. Sometimes it is hard to see; but usually, if you delved deep enough, you would see that the way laid down by that particular rule was really the most convenient.

The rules of etiquette for first calls are quite clearly rules of convenience. Thus the old resident calls upon the newcomer because it is her place, as it were, to extend the courtesies and hospitality of the neighborhood to the newcomer. The newcomer would feel timid at introducing herself to the drawing rooms of people who have lived so much longer in a neighborhood, but the very fact that a person has come to live in a new neighborhood is usually indicative that she has left old ties and friends behind her and would like to take up new ones.

In Washington, official etiquette requires that the newly arrived officials pay their respects by calling first at the White House, then upon the vice president and other persons in high position, rather than wait for these important persons to call upon them—a custom that time has proved to be the best one.

If a person moves from one neighborhood to another in the same city or town—what about first calls then? This is a question that is sometimes asked. In most cases there would be little excuse or necessity for the older residents in the new neighborhood to make any calls, because the chances are that the newcomer then has acquaintances a-plenty in the same town. It would sometimes seem a little intrusive for an old resident to take this opportunity to know a person with whom she might not ever have had an opportunity of exchanging calls in any other way. In such case, then, it would be somewhat better to wait until the newcomer in the neighborhood asks you to call before you do so. At any rate, you are not obliged in any way to do so. In fact, even when a total stranger comes to live near you, there is no social necessity for making a first call. In large cities one almost never makes a first call of this sort, simply because a newcomer is a stranger. Even in small towns it is not a matter of social obligation. However, it is necessary to return the first call within ten days, whether the recipient of it wishes to continue the acquaintance or not. Later calls need not be returned, but it is extremely rude not to acknowledge that first call.

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Slight Mistake. "Hello, Smith, old man. It's a long time since we met."
"That may explain matters."
"How?"
"I am Brown, old man."

The Secret of Being a Convincing Talker

How I Learned It in One Evening.

By GEORGE RAYMOND

"Have you heard the news about Frank Jordan?" The question quickly brought me to the little group which had gathered in the center of the office. Jordan and I had started with the Great Eastern Machinery Company, within a month of each other, four years ago. A year ago, Jordan was taken into the accounting division and I was sent out as a salesman. Neither of us was blessed with an unusual amount of brilliancy, but we got by in our new jobs well enough to hold them.

Imagine my amazement, then, when I heard: "Jordan's just been made Treasurer of the Company!" I could hardly believe my ears. But there was the "Notice to Employees" on the bulletin board, telling about Jordan's good fortune.

Now I knew that Jordan was a capable fellow, quiet, and unassuming, but I never would have picked him for any such sudden rise. I knew, too, that the Treasurer of the Great Eastern had to be a big man, and wondered how in the world Jordan landed the place.

"The first chance I got, I walked into Jordan's new office and after congratulating him warmly, I asked him to let me 'in' on the details of how he jumped ahead so quickly. His story is so intensely interesting that I am going to repeat it as closely as I remember."

"I'll tell you just how it happened, George, because you may pick up a pointer or two that will help you."

"You remember how scared I used to be whenever I had to talk to the chief? You remember how you used to tell me that every time I opened my mouth I put my foot into it, meaning of course that every time I spoke I got into trouble? You remember when Ralph Sinton left to take charge of the Western office and I was asked to present him with the loving cup the boys gave him, how flustered I was and how I couldn't say a word because there were people around? You remember how confused I used to be every time I met new people? I couldn't say what I wanted to say when I wanted to say it; and I determined that if there was any possible chance to learn how to talk I was going to do it."

"The first thing I did was to buy a number of books on public speaking, but they seemed to be meant for those who wanted to become orators, whereas what I wanted to learn was not only how to speak in public but how to speak to individuals under various conditions in business and social life."

"A few weeks later, just as I was about to give up hope of ever learning how to talk interestingly, I read an announcement stating that Dr. Frederick Houk Law had just completed a new course in business talking and public speaking entitled 'Mastery of Speech.' I sent for them and in a few days they arrived. I glanced through the entire eight lessons, reading the headings and a few paragraphs here and there, and in about an hour the whole secret of effective speaking was opened to me."

"For example, I learned why I had always lacked confidence, why talking had always seemed something to be dreaded, whereas it is really the simplest thing in the world to get up and talk. I learned how to secure complete attention to what I was saying and how to make everything I said interesting, forceful and convincing. I learned the art of listening, the value of silence, and the power of brevity. Instead of being funny at the wrong time, I learned how and when to use humor with telling effect."

"But perhaps the most wonderful thing about the lessons were the actual examples of what I was to say and when to say them to meet every condition. I found that there was a knack in making oral reports to my superiors. I found that there was a right way and a wrong way to present complaints, to give estimates, and to issue orders."

"I picked up some wonderful pointers about how to give my opinions, about how to answer complaints, about how to ask the bank for a loan, about how to ask for extensions. Another

"I am enclosing check in payment of set of books sent. I read one book and I am satisfied that the one book is worth the price asked for all. I am, Very truly yours, CHAS. J. MONTAGUE, 534 Catherine St.

Walla Walla, Wash. Jan. 1, 1923.
American Newspaper Ass'n., Portland, Ore.
Gentlemen: Please mail me Dr. Law's course, "Mastery of Speech." I will pay the postman \$3.50 on delivery, which completes the transaction and pays for the course in full. Thereafter the course is mine absolutely.

Name _____
City _____
State _____
Write Plainly.

Skin Troubles Soothed With Cuticura (Soap, Ointment, Talcum, etc. everywhere. Sample free of Cuticura Laboratories, Dept. 2, Malden, Mass.)

SPENT HALF HER TIME IN BED Farmer's Wife Tells How Lydia E. Pinkham's Vegetable Compound Made Her a Well Woman

Carters Creek, Tenn.—"Three years ago I was almost an invalid. I spent half of my time in bed, being afflicted with a trouble which women of a certain age are apt to have. I took Lydia E. Pinkham's Vegetable Compound Tablets and used Lydia E. Pinkham's Sanative Wash. I am a well woman now and have been for two years. I can work as well as any one who is younger and as I am a farmer's wife I have plenty to do for I cultivate my own garden, raise many chickens and do my own housework. You may publish this letter as I am ready to do anything to help other women as I have been so well and happy since my troubles are past."—Mrs. E. T. GALLOWAY, Carters Creek, Tenn.

Most women find plenty to do. If they are upset with some female ailment and troubled with such symptoms as Mrs. Galloway had, the smallest duty seems a mountain.

If you find it hard to keep up, if you are nervous and irritable, without ambition and out of sorts generally, give the Vegetable Compound a fair trial. We believe it will help you greatly, for it has helped others.

Good Quality Long Neglected. Although phosphorus was discovered by Brandt in 1669 and exhibited to Charles II as "a wonder of nature," it was not until 1834 that it was first used in the manufacture of matches.

Friends and Enemies. The qualities of your friends will be those of your enemies. Cold friends, cold enemies, half-friends, half-enemies—fervid enemies, warm friends.—Exchange.

Training a One-Man Dog. A one-man dog can be reared only as follows: Take a mere puppy; allow no one to play with it, much less pet it. If anyone comes near it have him use a small stick and whip the dog—then when he comes to you, you pet the animal. That gives the dog complete confidence in you alone.—Adventure Magazine.

Dissecting the Grumbler. Grumblers deserve to be operated upon surgically; their trouble is usually chronic.—Douglas Jerrold.

Essentials for Happiness. The grand essentials of happiness are: Something to do, something to love and something to hope for.

How to Read Your Characteristics and Tendencies—the Capabilities or Weaknesses That Make for Success or Failure as Shown in Your Palm

UN SOUNDNESS OF MIND SHOWN IN THE HAND ACCORDING to some authorities, unsoundness of mind (insanity) is shown by the sign of the moon, a crescent, on the mount of the moon, which lies on the outside of the hand toward the wrist. If the same sign is seen on the upper mount of Mars, violent insanity is to be dreaded. Other signs of weakness of mind in varying degrees are as follows:

The line of life tasseled at the end, one tasseled going to the mount of the moon. The line of the head wavy and rising in a curve toward the line of the heart under the mount of the sun or Mercury. The line of the head stopping abruptly toward the mount of the moon, with a star on the first finger. The line of the head broken under the mount of Saturn, and sloping toward a very prominent mount of the moon. Broken or curved lines on a sloping line of the head. If there is danger of religious insanity, it is indicated, according to some authorities, by the line of the head forming a large cross with the line of health on the mount of the moon.

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