

# PORTLAND OFFERS A MARKET FOR YOUR PRODUCE

**HIPPODROME**  
 Complete Change Saturday. Adults, Matinee, 20c; Evenings, 30c. Continuous 1 to 11 p. m. Children 10 cents all times.

**MEDUSA Waterproofed CEMENT**  
 will make Silos, Granaries, Basements, etc. Waterproof, Ratproof, Fireproof. Medusa Waterproofed Portland Cement is the best for Stucco Plaster on outside for Bungalows—Does not stain and dirt can be hosed off. Write for Literature. Sold by A. McMILLAN & CO., 302-304 East Ankeny Street, Corner Second, Portland.

**Elite HEMSTITCHING AND PLEATING.**  
 Buttonholing — Buttons — Plaiting and Chainstitching. All Mail Orders given careful and prompt attention. **ELITE SHOP, 128 1/2 Tenth near Washington.**

**BAB'S RESTAURANT**  
 A good place to Eat and Live Well. Remarkable 40c luncheon at noon. Open 7 a. m. to 2 a. m., 226 State St.

**PORTLAND HIDE & WOOL CO.**  
 We Pay Highest Prices for HIDES, PELTS, WOOL, MOHAIR, CASCAID BARK. Address Department B. Write for Prices and Shipping Tags.

**The Stradivara**  
 The Phonograph Known for Tone. Agents wanted. Order direct from factory, 330 East Morrison St., Portland, Oregon. **STRADIVARA PHONOGRAPH CO.**

**Page & Son**  
 Write us for prices and market conditions on Veal, Hogs, Poultry, Fruits, Potatoes, Onions, etc. Forty years in the Same Location. Portland, Oregon

**KIMBALL**  
 Pianos and Phonographs sold on installment plan. **MCCORMICK MUSIC CO.** Oregon Distributors. 429-431 Washington Street, Portland, Oregon

**HIDES**  
 We are in the market for Hides. Write for Prices and Shipping Tags. Tanners of Guaranteed "Columbia Oak" Harness Leather. **WEBER TANNING CO.** Established 1889. PORTLAND, OREGON

**RHEUMATISM**  
 Jack King Cures It. Ladies and Gents Examined free. 207 Dekum Bldg., Portland, Ore.

**RAINIER HOTEL**  
 Rates \$1.00 and up. 128 N. 6th St., Portland, Ore. Very Centrally Located. Convenient to all Depots, and one block from Main Postoffice.

**USED TRUCK BARGAINS**  
 1 to 5 ton GMC, Republics, Whites, etc. Send for our List. **WENTWORTH & IRWIN, Inc.,** Oregon Distributors for GMC Trucks. 302 Second St., Cor. Taylor Portland, Ore.

**"IF IT HURTS DON'T PAY."**  
 Guaranteed dental work. Crowns \$5.00, Plates \$15.00, Bridgework \$5.00 a tooth. Teeth extracted by gas. Latest modern methods. Dr. Henry Semler, Dentist, 3rd and Morrison, 2nd floor Alinsky Bldg., Portland, Ore. Write or phone for appointment.

**INCOME TAX PROBLEMS**  
 Expert advice on any income tax problems. Several years' actual experience in Government Bureaus is offered those unable to visit our office. State your troubles briefly and send in with \$1 and we will give you honest and good advice. It will pay you to get in touch with us now. E. J. Curtin, Room 505 Lewis Bldg., Portland, Oregon.

**HOTEL HOYT**  
 Located Sixth and Hoyt. Strictly Fireproof and Modern. Near both depots and convenient car service to all parts of city.

**PLES**  
 THOUSANDS of prominent Northwest people can testify that Ples permanently cure Piles without operation, pain or confinement. Your money back if I fail in YOUR case. Write or call for FREE booklet. **DR. CHAS. J. DEAN** 2ND AND MORRISON PORTLAND, OREGON MENTION THIS PAPER WHEN WRITING

**Creep for Pigs.**  
 Pigs ought to be supplied with a creep as soon as they will eat, which they will after the third week, and by placing cracked corn, tankage and salt in the trough they soon will find their own feed.

**Fruit and Vegetable Count.**  
 This is the time of year that the fruit and vegetable garden counts. Poor indeed is the farm that does not have a good fruit and vegetable garden to supply the table.

**Home Garden Essentials.**  
 A spade or spading fork, a hoe, a rake, a dibble or trowel, and a piece of stout cord are the tools essential for home gardening.

**Safe and Sound Plan.**  
 A safe and sound agricultural program includes less wheat and more good live stock.

## IS THE EARTH'S HOTTEST SPOT

Records Show That Death Valley, in California, Easily Beats That Questionable Distinction.

Ten years of record obtained at the United States weather bureau's substation at Greenland ranch, in Death valley, Calif., indicate that this is the hottest region in the United States, and so far as extreme maximum temperatures are concerned, the hottest known region on earth. The temperature of 134 degrees Fahrenheit, recorded on July 10, 1913, is believed by meteorologists to be the highest natural air temperature ever recorded with a tested standard thermometer exposed in the shade under approved conditions. High temperatures are common throughout the year, but the highest occur during midsummer. Precipitation is extremely light, the normal annual precipitation being less than two inches. Evaporation is excessive, as the relative humidity is extremely low most of the time, and especially during the hot spells of summer.

## STERLING L. BROOKS



### YOUR KIDNEYS OR BACK BOTHER YOU?

**READ WHAT MR. BROOKS SAYS**  
 Dinuba, Cal.—"Two years ago the flu left my kidneys in a very bad shape. I went to my physician but he didn't do me any good. I got thin, my back hurt all the time, and I was not able to work. I got very despondent and finally, after almost giving up hope of getting well, I heard of Dr. Pierce's Anuric Tablets and began using them together with Dr. Pierce's Golden Medical Discovery, and after a few months' treatment I found myself practically well. I can recommend these 'Anuric Tablets' for weak kidneys; and for torpid liver, impure blood and poor digestion, there is nothing that equals the Golden Medical Discovery."—Sterling L. Brooks, 246 Academy Way.  
 You can quickly put yourself in A-1 condition by going to your druggist and obtaining Dr. Pierce's Family Remedies, tablets or liquid, or write Dr. Pierce, President Invalids' Hotel in Buffalo, N. Y., for free medical advice. Send 10c if you desire a trial pkg. of tablets.

### Information Department

**PLEATING SPECIAL**  
 Cut, seam, hem and machine pleat skirts ready for laundry. Hemstitching, 5 center yard. **EASTERN NOVELTY MFG. CO.** 85 1/2 First St., Portland, Ore.

**Thought for the Day:**  
 The man who writes a book without a message wastes his time and our time.

**Baby Hanged in Apron Strings.**  
 Augusta, Ga.—Playing in the yard while his mother was hanging out the clothes, the fifteen-month-old daughter of Cecil Thomas became entangled in apron strings dangling from the line and strangled to death before she could be released.

**Money is almost unknown on Norfolk island, in the Pacific ocean, about \$25 being all that is handled by the entire population in the course of a year.**

**GOOD TURN FOR OLD GLORY**  
 Scouts distributed several thousand cards along the line of parade at Fort Orange, N. Y., on Memorial day, reminding people to remove their hats when the flag passed. Scout Executive Claude L. Metz of the Fort Orange council, Boy Scouts of America, is in receipt of a letter of appreciation of the scouts' work from the secretary of committee on Americanization of Fort Orange post, American Legion.

**TRAINING SAVES LIFE**  
 Because of his scout training, Lester Burbank of Alta Loma, California, knew how to act promptly and wisely when a large rattlesnake bit him while he was out alone fishing in Day canyon. Promptly the boy made two incisions over the wound the rattlesnake had made in the lower left leg, and tied a tourniquet just below the knee. Then the scout walked to the nearest camp, about a mile away. It was the prompt action that saved this boy's life.

## GIRL HAD PAINFUL TIMES

**Mothers—Read This Letter and Statement Which Follows**

Portland, Indiana.—"I was troubled with irregularity and constipation and would often have to lie down because of pains. One Sunday my aunt was visiting us and she said her little girl took Lydia E. Pinkham's Vegetable Compound and got well, so mother said she guessed she would let me try it. It is doing me good and I praise it highly. You are welcome to use this letter as a testimonial."—**STELLA NEWTON, R. R. 8, Portland, Indiana.**

**Mothers—You should carefully guard your daughter's health. Advise her of the danger which comes from standing around with cold or wet feet, from lifting heavy articles, or overworking. Do not let her overstudy.**

If she complains of headache, pains in back or lower limbs, or if you notice a slowness of thought, nervousness or irritability on the part of your daughter, give her careful attention.

Lydia E. Pinkham's Vegetable Compound is an excellent medicine for your daughter to take, as it is especially adapted to relieve just such symptoms. Remember it contains nothing that can injure and can be taken in safety.

White people find the midsummer heat most trying; even the Indians go up to the Panamint range during July and August. The weather station maintained at Greenland ranch in co-operation with the borax company is unique in many ways.—*Scientific American.*

**Not Original With Hayes.**  
 The aphorism, "He serves his party best who serves his country best" is from the inaugural address of Rutherford B. Hayes (1822-1893), as President of the United States, delivered March 5, 1877. In the famous translation of Homer's Iliad, made by Alexander Pope (1688-1744), the English poet, there is this line: "He serves me most who serves his country best."

**Italy's Lignite Deposits.**  
 Italy has 30 known deposits of lignite, estimated to contain 281,000,000 tons of fuel available for industrial requirements.

## STATE NEWS IN BRIEF.

**Baker.**—All bids for the four market road projects in Baker county were rejected as too high by the county commissioners Saturday. The commissioners voted to advertise for new bids.

**Albany.**—More than \$1700 of the \$2800 quota for this city in the county wide boy scout budget campaign was raised during the past week it is announced at the campaign headquarters by F. E. Callister, manager. The goal set for the county is \$4500.

**Ashland.**—Using a master key, burglars forced an entrance to the Ashland Lumber company's office Friday night, making away with \$228 in cash and checks. A punch and hammer were used in breaking into the safe. No visible clues were left by the robbers.

**Eugene.**—More than 8000 barrels of cement are awaiting shipment at the plant of the Beaver Portland Cement company at Gold Hill, and cannot be moved on account of the car shortage, said F. L. Jones, field engineer of the Portland Cement association, who was here Saturday.

**Baker.**—Heart disease, probably aggravated by "too much moonshine" was the cause generally assigned by sheriff's officials and others for the death of John Pelly, 55, a plasterer, formerly of Weiser, Idaho, whose body was found in a room in the Lundale hotel on Main street Saturday.

**Hood River.**—J. H. Fredric, chairman of the Federal club's board committee, announced that he has received word from the forestry department that work will be started as early as possible next spring on the Cloud Cap Inn and Cooper's Spur lateral of the Mount Hood Loop highway.

**Medford.**—Melvin Horn of Jacksonville Sunday afternoon shot his wife, from whom he had been separated, and then killed himself with a pistol. The shooting was in Mrs. Horn's home. Mrs. Horn was dangerously wounded in the abdomen. The couple have four children, who were living with Mrs. Horn.

**La Grande.**—The tax budget for the coming year in Wallowa county, was submitted by the county court to the taxpayers of the county, the main feature in the new budget being a cut of \$33,000 from last year's expense. A determined effort to do away with all "luxuries" resulted in the lower budget.

**Baker.**—Secretary Meacham of the chamber of commerce Saturday received a supply of filberts grown by Barney Eldson, on his farm in Eagle Valley. It is believed that these are the first nuts of the variety grown in that valley. The trees, according to Mr. Eldson, are eight years of age and have stood the cold weather when other trees have frozen.

**Baker.**—The people of Baker want the Red Cross to continue its work and are willing to assist it financially and morally to do so. That was the sentiment expressed Saturday night at a general meeting in the chamber of commerce rooms. The attendance was not large, but the sentiment was strong for the good work which has been done by the organization and the urgent need of continuing its work.

**La Grande.**—The payments of taxes in Wallowa county have been a shade better this year than last, according to the county tax collector. Delinquencies now total \$180,290 on the 1921 roll, or 35 per cent of the total, when the books were closed the night of October 5. Of the roll due last year, 19 per cent remains unpaid. Since the closing of the books a considerable percentage of the delinquent taxes has been cleared up.

**Hood River.**—Apple growers of remote districts whose crops are unprotected from cold, were gravely alarmed Sunday over the threat of snow. A storm, accompanied by low temperatures such as prevailed last November would result in a loss of a heavy percentage of the district's apple crop. The car shortage has resulted in shipping concerns limiting daily deliveries of growers to small quantities on a pro-rata tonnage basis.

**Salem.**—As the result of a postoffice ruling received Saturday by Sam A. Koser, secretary of state, the taxpayers of the state will save approximately \$3000 annually. In the past certificates of motor vehicle registrations have been sent out separately and at a cost of 2 cents each. Under the recent postoffice ruling these certificates of registration will be placed in a sealed envelope and will be attached to the license tag container. This will make it possible for the secretary of state to save 2 cents in postage on each motor vehicle license sent out from his department.

## 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 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 I 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 told him how I felt about 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," Jordan began, 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 talk to the chief? 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 Horn 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 things 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.

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**ONE GOOD TURN**  
 Here is the story of a recent good turn performed by a Buffalo scout of Troop 30: "One day while I was walking down the street I noticed a little boy sitting on the curbstone, his feet in some sand on the street pavement. His old grandmother was standing nearby. Suddenly a dump wagon came rattling down the street. I saw the dangerous position the little boy was in and ran to him, but before I reached him the wagon had passed over one of his feet. The old grandmother began to cry piteously. Then I remembered all my scout training. I comforted the old lady, picked up the child, carried him to his home, which was very near, and there I bandaged his injured foot."

**WHY HE IS A SCOUT LEADER**  
 Herbert Mooney, assistant deputy scout commissioner, District 5, Cleveland, O., says he is engaged in scout work because he believes it is the best recreation a man can find after working hours. "A man should get out and forget business after the day's work is done," says Mr. Mooney, "and how else can he spend his time to better advantage than by mingling with young boys, the men of tomorrow?"

**HELP WIN SILVER CUP**  
 Perhaps Lynn, Mass., believes that beautiful shoes and beautiful streets make a logical combination. At any rate the great shoe manufacturing center has this year won the silver cup of the New England clean-up committee for the community carrying on the best campaign for cleanliness during Clean-Up week. Lynn's 800 boy scouts inspected houses on 50 streets, took care of vacant lots, distributed 20,000 circulars, and planned and carried out a successful parade.

**Geese for Breeding.**  
 It is not considered advisable to breed from geese the first year; that is, it is considered better to wait until the geese are two years old.

**Continue Hatching Early.**  
 The early pullets are the ones which set early the following spring, and make it easy to continue hatching early.

**Sufficient Run for Chicks.**  
 The chicks should have sufficient run if they are to develop into good breeding stock.

**No Real Excuse for Moods.**  
 Many mean things are done in the family, for which moods are put forward as an excuse, when moods themselves are the most inexcusable things of all. A man or woman in tolerable health has no moral right to indulge in moods.—J. G. Holland.

**Revised Version.**  
 When Fashion enters the door, bills fly in the window.

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 thing that struck me forcibly was that, instead of antagonizing people when I didn't agree with them, I learned how to bring them around to my way of thinking in the most pleasant sort of way. Then, of course, along with these lessons there were chapters on speaking before large audiences, how to find material for talking and speaking, how to talk to friends, how to talk to servants, and how to talk to children.

"Why I got the secret the very first evening and it was only a short time before I was able to apply all of the principles and found that my words were beginning to have an almost magical effect upon everybody to whom I spoke. It seemed that I got things done instantly, where formerly, as you know, I said 'yes' in one ear and out the other." I said "yes" in one ear and out the other." I began to acquire a creative ability that surprised me. I smoothed out difficulties like a true diplomat. "In my talks with the chief I spoke clearly, simply, convincingly. Then came my first promotion. I entered my accounting department. I was given the job of answering complaints, and I made good. From that I was given the job of making collections. When Mr. Barker joined the Officers' Training Camp, I was made Treasurer. Between you and me, George, my salary is now \$7,500 a year and I expect it will be more from the first of the year.

"And I want to tell you sincerely, that I attribute my success solely to the fact that I learned how to talk to people."

When Jordan finished, I asked him for the address of the publishers of Dr. Law's course and he gave it to me. I sent for it and found it to be exactly as he had stated. After studying the eight simple lessons I began to sell to people who had previously refused to listen to me at all. After four months of record-breaking sales during the coldest season of the year, I received a wire from the chief asking me to return to the home office. We had quite a long talk in which I explained how I was able to break sales records—and I was appointed Sales Manager at almost twice my former salary. I know that there was nothing in me that had changed except that I had acquired the ability to talk where formerly I simply used words without reason." I can never thank Jordan enough for telling me about Dr. Law's Course in Business Talking and Public Speaking. Jordan and I are both spreading the eight simple lessons I began to sell to people who had previously refused to listen to me as Mayor of our little town.

**AMERICAN NEWSPAPER ASSOCIATION**  
 418-19-20 U. S. National Bank Bldg.  
 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.

**Ladies Let Cuticura 'Keep Your Skin Fresh and Young'**  
 Stop, Oilment, Talcum, Soaps, every where. For sale in all drug stores, health stores, Dept. X, Malden, Mass.

Just what you want. Threaded Needles, two yards thread in each needle. You can do your sewing now without the trouble of threading a needle. Old people and persons with poor sight and bachelors find them a great convenience. You ought to have them in your pocket, in your office and home. Send postal card today and we will mail you three packages for twenty-five cents. C. O. D. Address "Threaded Needles," Box 159, Station "D", New York. Agents wanted.

**Oh, Cruel Judge!**  
 A man, tired of work, announced to his wife that it was time for her to support the family. But, alas, the judge stepped in at this point and spoiled what might otherwise have been an excellent precedent for all husbands.—*Baltimore American.*

**Does Death End All?**  
 "Trade is dead," says a Cape colony newspaper, "and is growing daily worse."—*Boston Transcript.*

**Shouldn't Forget the Pocketbook.**  
 "When making a long sea voyage plenty of ready cash should be taken," advises a correspondent in a daily paper. It certainly must be terrible to be shipwrecked and cast upon an uninhabited island without a shilling in your pocket.—*London Punch.*

**Cuticura Soothes Itching Scalp.**  
 On retiring gently rub spots of dandruff and itching with Cuticura Ointment. Next morning shampoo with Cuticura Soap and hot water. Make them your every-day toilet preparations and have a clear skin and soft, white hands.—*Adv.*

**For the Sake of Peace.**  
 An eastern court has decided that a man is the head of the family. Most of us, however, will continue to plod along as we have been going without attempting to gain anything by this decision.

We are not punctilious about the scenery in the movies, just so Caesar is not shown leaning against a telegraph pole.—*St. Louis Globe-Democrat.*

**Red Cross BALL BLUE**  
 used for baby's clothes, will keep them sweet and snowy-white until warm them. Try it and see for yourself. At grocers.

**Are You Satisfied?** BEHNKE-WALKER BUSINESS COLLEGE is the biggest, most perfectly equipped Business Training School in the Northwest. Fit yourself for a higher position with more money. Permanent positions secured our Graduates. Write for catalog—Fourth and Yamhill, Portland.

P. N. U. No. 45, 1922