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Write or call for FREE booklet.
DR. CHAS. J. DEAN
2ND AND MORRISON PORTLAND, OREGON
MENTION THIS PAPER WHEN WRITING

THE DAIRY

IMPORTANT POINTS IN COWS

Missouri Expert Tells Just What to Look for in Buying High Producing Cattle.

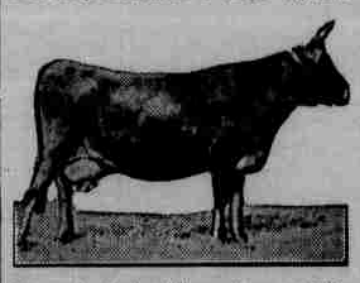
"The man does not live who can pick the good cows from the poor ones without ever making a mistake," says W. W. Swett, of the Missouri College of Agriculture. "Even the best judges sometimes make a mistake. But there are certain points about the dairy cow that are almost always associated with high production."

The udder should be deep, wide and long with good attachments. It should be evenly developed, level on the floor and equipped with teats of good and uniform size, symmetrically placed. It should also be soft and pliable, indicating that it consists of secreting cells rather than flesh.

A good set of milk veins indicates that the udder is well supplied with blood. Long, crooked milk veins entering large wells or openings through the body wall are usually associated with high production.

A cow cannot be a maximum and continuous producer unless she has a strong constitution. Vitality and strength of constitution are indicated by broad, open nostril, and a chest which is deep and broad.

Feed capacity is essential. In order to produce heavily a cow must consume large quantities of feed and water. A barrel which is long, broad and deep indicates a large capacity and good production. A large cow nearly always has the advantage in production, provided she is not deficient in other points.



Money Is Made Where Cows of This Type Are Used.

Alertness in temperament is an asset, and a sluggish cow is seldom a high producer. Dairy temperament includes those characteristics which indicate that the cow's feed is used for the production of milk rather than for body fat. Angularity, prominent points, lack of heaviness and flesh, and the presence of the triple wedges are good indications.

Quality refers to the handling or pliability of the hide, the refinement of bone, and the character of the animal, which cannot be described but which have to be seen to be appreciated.

INFORMATION DEPARTMENT 47

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Cut, seam, hem and machine pleat skirts ready for band. 85 cents
Hemstitching, 5 cents per yard.
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We tan deerskins properly tagged, also pay highest prices for horsehides.
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Marry if Lonely; most successful "Home Maker"; hundreds rich; confidential; reliable; years experience; descriptions free. "The Successful Club," Mrs. Nash, Box 556, Oakland, California.

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We help the appearance of women. Twenty-two inch switch or transformation, value $7.60, price $2.45.
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Dr. Chas. M. Anderson, Kenton, Portland.

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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 to goodness advice. It will pay you to get in touch with us now. E. J. Curtin, Room 806 Lewis Bldg., Portland, Oregon.

Uncommon Sense

By JOHN BLAKE

WIN, BUT ENJOY GAME

GENTLEMEN who play golf will tell you that the man who tries too hard, never does very well at it.

Incidentally, he never gets any fun out of the game.

There are many parallels between golf and life, which is doubtless the reason that so many people are devoted to it.

Golf, of course, is a game, and only a game. Yet there are many of its followers who can see only the advantage of winning, and who come in sour and ill tempered if they lose.

Others, while they try to win, get just as much fun out of it if they don't. And they never stamp on their clubs or throw them away, or swear at the caddies.

It is very important to win in anything. But it is more important to get your allowance of fun out of it as you go along.

Sitting wheezily in any rich man's club you will find old gentlemen who wanted to win more than anything else, and who did win fortunes, but lost their health and their happiness in the effort. And with all their money, you can set them down as losers.

There is good sportsmanship in all human effort. There are things the good sportsman will not do, even to win. One of them is cheating, another is becoming so absorbed in the pursuit of victory that he forgets everything else as he goes along.

John Burroughs, who probably never had more than the necessities of life in all his existence, got full measure of enjoyment that was denied to many who made a thousand times as much money. Incidentally, he was a very successful man, for he added to the sum of human knowledge.

Win if you can. Get a fortune if you can. Money means independence, and the ability to do good in the world.

But never forget that there is enjoyment as well as trouble in life, and that if you are not too intent on winning what the world calls success, you will be happier as you go along, and stand just as good a chance of making your life worth while, and the world better off because you lived in it.

(Copyright by John Blake.)

Something to Think About

By F. A. WALKER

AVOID THE RUTS

IF YOU would surmount obstacles, travel the great highway which takes to sure success, and write your name in lofty places, where future generations may see, you must be careful as you go to avoid the ruts.

All about you are numerous mines and pits, seemingly waiting to engulf you, or put an air-brake upon your progress when your safe passage seems assured.

They are hidden in a thousand places, many of them within your own heart, which, if you would frequently examine with an impartial eye, you would discover to be the most threatening and dangerous of all.

A bad habit unconsciously formed through months, and possibly years of use, may finally wreck your fondest ambition upon the very threshold of success, and land you helpless on your back among the briars and brambles.

You may be passably well educated, you may have good looks, the manners of a Chesterfield, wear fine clothes and even be capable of smiling and counterfeiting the grand air of kings, but if you have become habituated to ugly moods, sudden bursts of anger in which you spout poisonous words, you will find as the passing years leave their imprint upon you, that you are in a terrible rut, down in the sticky mire, from which no one can possibly pull you except yourself.

And at this period of your life you will awaken to the sad truth that you are a little bit shaky on your feet, lack youthful imagination and courage, and, worst of all, have lost your faith, the most helpful asset a man or woman can possibly possess, in spite of the opinions of the skeptical and those thoughtless individuals who openly deride its potential power.

To travel the devious ways of life without faith, is like trying to sail a ship without a rudder, or ride an untamed bronco without a bridle.

You may smile at such danger when in company, but when you are alone you may be likely to become supremely serious, as millions of others have done before you, when they found it was too late.

There is no possibility of writing your name on the eternal skies while you remain in the ruts, which have threatened the downfall of man or woman since the sorrowful day Eve bit into the fatal apple, but if you walk in the light and accept wise counsel, nothing but death can keep you from the heights.

(©, 1922, by McClure Newspaper Syndicate.)

An inventor has combined a small caliber automatic pistol with an electric flashlight of the tubular type.

TRY TO SELL GOETHE RELICS

American Peace Society Seeks to Halt Auction by French Creditors at Lyons, France.

Washington.—Disturbed over reports that a valuable collection of Goethe relics is to be sold at auction by the authorities of Lyons, France, the American Peace society through its official organ is instituting a campaign to prevent what it regards as an impending calamity to the world of literature. The society has been informed that the Goethe collection was loaned by the Goethe museum of Frankfort to a French committee at Lyons for exhibition shortly before the World war, was seized by the French government, and now is held for storage costs of 500,000 francs, which the Frankfort museum says it cannot pay.

Mrs. L. J. Foote

Reap the Reward of Perfect Health

Good Looks Follow Good Health

Fresno, Calif.—"It is over twenty years ago since I first heard of Dr. Pierce's Favorite Prescription and Golden Medical Discovery. It was after motherhood and I was simply a wreck. My strength was all gone. I never left my room and rarely left my bed for six months. This was my condition when I heard of Dr. Pierce's medicines. For several months I almost lived on the Favorite Prescription and the Golden Medical Discovery. I gradually gained in strength and spirits. To the healing and strength-giving qualities of these remedies, I am sure I owe my life and present good health. It is a pleasure for me to give this endorsement and express my gratitude for the good I have received."—Mrs. L. J. Foote, 2615 Merced St.

Dr. Pierce's famous remedies can be procured of your neighborhood druggist in tablets or liquid, and you can have confidential medical advice free by writing Dr. Pierce's Invalids' Hotel in Buffalo, N. Y.

A Lady of Distinction.
Is recognized by the delicate fascinating influence of the perfume she uses. A bath with Cuticura Soap and hot water to thoroughly cleanse the pores, followed by a dusting with Cuticura Talcum Powder usually means a clear, sweet, healthy skin.—Adv.

HERDS TESTED DURING JUNE

Of a Total of 250,886 Examined 8,810 Reacted, Disclosing 3½ Per Cent Tuberculous Cattle.

Cattle officially tested during June, 1922, for tuberculosis numbered 250,886, according to a summary issued by the bureau of animal industry, United States Department of Agriculture. This figure exceeds the normal amount of tuberculin testing by several thousand. Of all the cattle tested, 8,810 reacted, thus disclosing about 3½ per cent of tuberculous cattle.

The removal of such animals from herds otherwise healthy is gradually bringing about better health among farm live stock, safer milk supplies, and many economic benefits. The popularity of tuberculosis eradication is evidenced by the length of the list of herds waiting to be tested. At the end of June there were applications on file for the testing of 35,239 herds, containing more than half a million cattle.

SKIM CREAM MORE CLOSELY

Keeps Better During Hot Weather and Makes Better Butter—Keep Skim Milk on Farm.

If it's to keep best during the warm weather and to make the highest quality butter, cream needs to be skimmed closely. Better butter is made from heavier cream as the fine, sandlike grains that are precipitated in churning are more solid than the butter resulting from thin cream. Also it will pay to ship the heavier cream, as there is no use to pay shipping charges on skim milk. It will make better feed on the farm.

Tester Is Big Aid.
Nothing compares to a good cow-tester in helping get the herd in the way of bringing profits.

Removing Wallpaper.
With a pastebrush give the paper a coat of hot flour paste—the same kind that is used in putting wallpaper on. This will quickly loosen it and it can be easily peeled off. Keep a strip ahead on the application of the paste to give it time to soak.

If we could read the secret history of our enemies, we should find in each man's life sorrow and suffering enough to disarm all hostility.—Longfellow.

The Dull Point.
It is hard work to plow with a dull point. Can't do as good a job, either. There is a man downtown that is waiting to sell you a new point. That is the way the world's business is kept up. You need the new point; he needs the dollar you pay him for it.—Farm Life.

Red Cross BALL BLUE
used for baby's clothes, will keep them sweet and snowy-white until worn out. 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 assured our Graduates.
Write for catalog—Fourth and Yamhill Portland.

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 at 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 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 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. 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 those 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, what I said 'went in one ear and out the other.' I began to acquire an executive 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 since I entered the 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. Buckley 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 dullest 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 spending all our spare time making public speeches and Jordan is being talked about now as Mayor of our little town.

AMERICAN NEWSPAPER ASSOCIATION
of Portland, Ore.
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.

FEED DRY COW ON ROUGHAGE

Daily Allowance of Bran or Oats Is Favored—Cabbage and Pumpkins Are Very Good.

During the eight or ten weeks that cows go dry, their food should be chiefly roughage. A daily allowance of two pounds of bran or oats, or a mixture of two parts each of bran and oats and one part of linseed meal or corn-oil meal makes a proper feed for a cow near calving. Some roots, cabbage, pumpkins, or squashes are also very good. Highly carbonaceous roughage, such as straw and corn stalks, is not good at this particular time. Such feeds, with cold water, cold drafts, or lying out at night on damp or frozen ground, are the chief causes of caked udder or garget.

Cleanliness in Everything.
Milk pails and other utensils should be free so far as is possible from crevices where dirt may lodge and be hard to remove. Cream separators and other dairy utensils should always be cleaned properly immediately after use. This practice not only improves the quality of the milk and cream but makes the work easier and the utensils last longer.

Clean Utensils.
All utensils which come in contact with milk and cream should be kept clean at all times. It is well to use pails with a partly covered top because this keeps out 50 per cent of the dirt and other impurities which would otherwise get into the milk.

Safeguards in Calf Feeding.
Critical in a calf's life is when his feed is changed from whole milk to skim milk. To avoid scours make the change very gradually, adding a little skim milk to the whole milk each day.

April Fooling Is Old Custom.
No satisfactory origin has been assigned to April Fool's day. The custom of hoodwinking people at this time is traced by some to the ancient Kull festival of India, observed March 31. On this day the Hindus play harmless pranks on one another, a practice dating back to ancient times.

Optical Note.
We should think the awkward part of wearing a monocle would be trying to remember which eye you were supposed to see out of.

Forbidding Name.
A little fellow who had been to the museum was asked by his mother if he remembered the names of any of the animals he had seen. "Yes," he replied, "most of the animals were named 'Do not touch.'"—Boston Transcript.

A man that hath friends must show himself friendly; and there is a friend that sticketh closer than a brother.—Proverbs 18:24.

Cuticura Soap
—Is Ideal for—
The Complexion
Soap, Ointment, Talcum, 25c. everywhere. For samples address: Cuticura Laboratories, Dept. X, Malden, Mass.

And Still Good.
"Ever since I can remember," said Uncle Eben, "de high cost of livin' has been mentioned by careless people as a 'cuse for bein' broke."—Washington Star.

No Alternative.
"You see," said Dorothy, defending her baby sister, "she hasn't got her talk language yet, so she has to cry for things."—Boston Transcript.

Do Right Always.
Do right though pain and anguish be thy lot. Thy heart will cheer thee, when the pain's forgot. Do wrong for pleasure's sake, then count thy gains. The pleasure soon departs; the sin remains.—Bishop Shuttleworth.

Today's Wise Word.
"Given a good cook, a good figure, a good temper and a good bank account, and a woman can outmarry all the sirens of song, story and history."

WOMAN TOO WEAK TO WALK

Now Works Nine Hours a Day.—Lydia E. Pinkham's Vegetable Compound Restored Her Strength

Union Village, Vt.—"I was weak and nervous and all run-down. I could not walk across the floor without resting and I had been that way for weeks. I saw your advertisement in the paper and after taking one bottle of Lydia E. Pinkham's Vegetable Compound I felt the good it was doing me and I took seven more in all. Before I finished I was able to work nine hours a day in a steam laundry. I cannot say too much in favor of your medicine. I trust all sick and suffering women will take it. It has been two years since I took it and I am strong and well."—Mrs. L. A. GUIMANN, Union Village, Vermont.

This is only one of such letters we are continually publishing showing what Lydia E. Pinkham has done for women, and whether you work or not Mrs. Guimann's letter should interest you.

Many women get into a weak, nervous run down condition because of ailments they often have. Such women should take Lydia E. Pinkham's Vegetable Compound at the first sign of trouble. Good health is necessary and this splendid medicine will help you to keep it.