

PORTLAND OFFERS A MARKET FOR YOUR PRODUCE

NORTONIA HOTEL You Will Feel Right at Home Here
 SAFE AND CENTRAL—REASONABLE RATES
 Excellent Cafe Special Weekly Rates. Bus Meets All Trains
 11th and Stark, Portland, Ore.

HIPPODROME Portland, Oregon
 VAUDEVILLE PHOTO-PLAYS
 Complete Change Saturday. Adults, Matinee, 20c
 Evenings, 30c. Continuous 11 to 11 p. m. Children
 10 cents all times.

MEDUSA Waterproofed CEMENT
 will make Silos, Granaries, Basements, etc., Water-
 proof, Retproof, Hatproof and Fireproof.
 Medusa Waterproofed White Portland Cement is
 the best for Stucco Plaster on outside for Bunga-
 lows—Does not stain and dirt can be hoed off.
 Write for Literature. Sold by A. McMillan & Co.,
 340-350 East Ankeny Street, Corner Second, Portland.

BAB'S RESTAURANT
 A good place to Eat and Live Well.
 Remarkable 40c luncheon at noon.
 Open 7 a. m. to 2 a. m., 528 Stark St.

PORTLAND HIDE & WOOL CO. We Pay Highest Prices for HIDES, FELTS, WOOL, MORRIS, CASCARA BARK.
 105 UNION AVENUE NORTH, PORTLAND, OREGON.
 Write for Prices and Shipping Tags. Address Department B

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

Page & Son WE WANT Turkeys and Fresh Eggs
 Portland, Oregon Write for Prices

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

INFORMATION DEPARTMENT

PLEATING SPECIAL 85 cents
 Cut, seam, hem and machine
 pleat skirts ready for hand.
 Hemstitching, 1 cent per yard.
EASTERN NOVELTY MFG. CO.
 85 1/2 Fifth St. Portland, Ore.

ATTENTION LADIES!
 Learn beauty culture, join class; evening
 school; we know how. School 15
 years old. Full course \$40. Phone Hdwy.
 6902. 400 Dekum Bldg.

BRAZING, WELDING & CUTTING
 Northwest Welding & Supply Co. 43 1st St.
CLEANING AND DYEING
 For reliable Cleaning and
 Dyeing service send parcels to
 us. We pay return postage.
 Information and prices given
 upon request.
GENE'S CITY DYE WORKS
 Established 1890 Portland
 CUT FLOWERS & FLORAL DESIGNS
 Clarke Bros., Florists, 257 Morrison St.

FOUNDRY AND MACHINE WORKS
 Commercial Iron Works, 7th & Madison.

FOOT CORRECTIONIST
 Featherweight Arch Supports made to
 order. J. E. Tryzelaar, 818 Pittcock Block,
 Portland, Ore.

MOLER BARBER COLLEGE
 Teaches trade in 4 weeks. Some pay while learning.
 Positions secured. Write for catalogue,
 234 Burnside street, Portland, Ore.

MONUMENTS—E. 3d and Pine Sts.
 Otto Schumann Granite & Marble Works.

PERSONAL
 Marry if Lonely; most successful "Home
 Maker"; hundreds rich; confidential;
 reliable; years' experience; descriptions
 free. "The Successful Club," Mrs. Nash,
 Box 556, Oakland, California.

SHIP US YOUR WOOL
 Cleaning, carding and matresses. Crystal
 Springs Woolen Mills, 360 Umatic, Portland.

SANITARY BEAUTY PARLOR
 We help the appearance of women.
 Twenty-two inch switch or transforma-
 tion, value \$7.50, price \$2.45.
 400 to 412 Dekum Bldg.

Wedding Bouquets and Funeral Pieces
 Lubliner Florists, 348 Morrison St.

"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. Harry Semler, Dentist, 3rd
 and Morrison, 2nd floor, Alsky Bldg., Port-
 land, Or. Write or phone for appointment.

VETERINARIAN—Cattle a Specialty
 Dr. Chas. M. Anderson, Kenton, Portland.

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

Be Sure to Hear this Wonderful Phonograph
\$65 to \$475

\$5.00 monthly buys any model to \$125.

SEND FOR CATALOGUE.

Hyatt Talking Machine Co.
 350 Alder Street
 Portland, Oregon

RHEUMATISM
 Jack King Cures It. Ladies and Gents Exam-
 ination free. 307 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

PATENT ATTORNEY MECHANICAL ENGINEER
 Protect that Idea with a United
 States Patent. Others have made fortunes
 out of Patents. Why not you? Thomas
 Bilyeu, 202 Stevens Bldg., Portland, Ore.

PROMPT RETURNS AND NO COMMISSIONS—Today's market prices for top
 quality: Dressed beef 8c, dressed mutton
 12c, dressed lambs 15c to 20c, black hogs
 13 1/2c, veal 13 1/2c dressed turkeys 35c to
 28c, live geese 15c to 20c, dressed geese
 ducks 22c to 25c, live heavy hens 22c,
 dressed heavy hens 25c, light and med.
 hens 14c to 18c, live, light and med. hens
 18c to 22c, dressed.
FRANK L. SMITH MEAT COMPANY.
 "Fighting the Beef Trust."
 New location, 107 Front St., Portland, Ore.

PILES
 CALL or write for my FREE booklet telling
 how I can guarantee to permanently cure
 your Piles without cutting, burning, stitching,
 anaesthetic, pain or confinement.

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

Movements of Cyclones.
 Cyclones revolve in opposite direc-
 tions in the two hemispheres.

ELBE PIRATES SEIZE SCHOONER
 Inexperienced. They Run the Ship
 Aground and Are Caught by
 the Police.

Hamburg.—A case of real piracy, in
 which a large schooner, the Barkin,
 was seized, occurred in the lower Elbe.
 A party of pirates boarded the ves-
 sel, and finding only the captain and
 a few members of the crew there, took
 possession at the point of pistols. The

Mae Busch



Ranking high on the list of charm-
 ing "movie" stars is handsome Mae
 Busch, who is known to the patrons of
 the picture houses as one of the
 strongest players and one who pleases
 the majority of people perhaps as
 much as any other actress on the
 screen.

"What's in a Name?"
 By MILDRED MARSHALL
 Facts about your name; its history;
 meaning; whence it is derived;
 significance; your lucky day
 and lucky jewel

JANET

JANET, sometimes spelled Janette,
 bears no relationship to Jane,
 paradoxical as it may seem. As early
 as the Thirteenth century, Geneta ap-
 peared as a feminine proper name,
 long before Jane, Joan, or Johanna
 were known to us. In the Fourteenth
 and Fifteenth centuries, Genet made
 her appearance and by a process of
 evolution there came Janeta, Jan-
 nette and finally Janet, though the
 latter is by far the most modern form
 of the name.

History, which records innumerable
 instances of Janet and her derivatives
 being used with extreme popularity
 in those early times, likewise chroni-
 cles the amusing and almost unbelie-
 vable story of one Wilhelmus
 Richardson and his wife Christiana
 who had a family of eighteen children
 and became so destitute for names for
 this extraordinary brood that they had
 two Johannes, two Wilhelmuses, two
 Christians, and three Janets. Strange
 to relate, this was not an unusual cus-
 tom of duplication in those days.

Geneta was an old Frankish form
 of Janet which was exceedingly popu-
 lar, indeed, it is thought to be so direct
 a forerunner as to be conclusive proof
 that Janet sprang from it and from
 Geneta—not from any form of John.
 Geneta is another early form that ap-
 pears in old Frankish chronicles. Un-
 doubtedly Janet was left behind in
 France and became confused with
 Jean, hence erroneous modern belief
 that the two names are interchangeable.
 Like its offspring Jessie, Janet
 means "grace of the Lord."

Her talismanic stone is onyx, which
 unless it has some mystic significance
 for the wearer as in this instance,
 should be avoided, since it cools the
 ardor of love, provokes discord and
 separates lovers. Worn by one who
 has a mystic right to it, a happy mar-
 riage is promised. Monday is Janet's
 lucky day and six her lucky number.

An unforgettable poem was written
 by an early poet to "Janette":
 "Your eyes had a swimming glow, Ja-
 nette,
 Revealing the old dear story—my pet.
 They were grey, with that chastened
 tinge of the sky,
 And the trout leaps quickest to seek the
 fly.
 And they matched with your golden hair—
 my pet."
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THE ROMANCE OF WORDS

"HUMBLE PIE"

THE expression "to eat humble
 pie"—meaning to humiliate
 or abase oneself or to make an
 abject apology for a fault com-
 mitted—dates back to the days
 of medieval England, when the
 forests of the nobles were well
 stocked with deer and venison
 pie was a distinctly common ar-
 ticle of diet.

The refuse of the deer, together
 with the other portions of the
 animal which were considered
 unfit for the consumption of the
 nobility, were known as the "um-
 bles" and were given to the poor,
 who, in turn, made pies of them
 in imitation of their masters in
 the castle. "Umb-ple" there-
 fore became suggestive of pov-
 erty, of the acceptance of favors
 and was later applied to degra-
 dations of other kinds in a meta-
 phorical sense. In time, possi-
 bly through the Cockney habit
 of using h's where they don't be-
 long, the word "umble" became
 "humble" and, as such, is in gen-
 eral use today—though the vast
 majority of people would see no
 connection between it and the re-
 fuse left after cleaning the carcass
 of a deer.

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STATE NEWS IN BRIEF.

Salem.—The Silverton Pig club,
 which was sponsored by the Coolidge
 & McClaine bank of that city, closed
 the year 1922 with a record not equal-
 ed by any similar club in Oregon, ac-
 cording to William Baillie, rural school
 supervisor for Marion county.

Salem.—Roy Ritner, acting govern-
 or; Sam A. Koez, secretary of state,
 and other state officials Sunday in-
 spected the state home for the feeble
 minded preparatory to considering the
 budget of estimated expenditures of
 that institution for the years 1923 and
 1924.

Hood River.—The annual meeting
 of the county court and budget com-
 mittee will be held Thursday, when a
 final budget for the coming year will
 be adopted. It is anticipated that a
 heavy fight will be made to cut down
 on items that appear in the tentative
 budget.

Mill City.—J. S. Flatland of the state
 bank at Drain has sold his interest in
 the Mill City state bank to W. W.
 Allen and D. B. Hill. This transfer
 puts the ownership of the bank in
 local hands with W. W. Allen presi-
 dent, D. B. Hill cashier and L. L.
 Linn assistant cashier.

Eugene.—Oregon will be represent-
 ed by 300 cases of canned goods at an
 exhibit to be shown at the annual
 convention of the National Canners'
 association at Atlantic City, N. J., Jan-
 uary 22 to 26, according to J. O. Holt,
 manager of the Eugene Fruit Growers'
 association, who is chairman of the
 fruit section of the national body.

Ashland.—Six new tracks are near-
 ing completion at the Southern Pa-
 cific roundhouse here, at an estimated
 expense of \$40,000.

Ashland.—Elmo Nell, about 36 years
 of age and a well-known rancher and
 stockman of this vicinity, dropped
 dead at his home near here while pre-
 paring to come to the city Saturday
 night. He had been working in the
 cold all day and had just eaten and
 taken a bath. Death occurred while
 he was in the act of tying his shoes.

Junction City.—A meeting of mer-
 chants and growers and others inter-
 ested in the growth of Junction City
 was held here Friday evening to hear
 the outline of a plan by the directors
 of the Eugene Fruit Growers' associa-
 tion for enlarging the capacity of the
 Junction City cannery and the erec-
 tion of a new concrete and tile ware-
 house.

Mill City.—The heavy snow fall has
 caused the Hammond Lumber com-
 pany to suspend their logging opera-
 tions at camp 14. The camp at De-
 troit, Or., is still sending out a train-
 load of logs daily, it being located in
 lower altitudes. Although Mill City
 is located 35 miles east of Albany in
 the Cascade mountains there is less
 snow here than at Albany or Salem.

Salem.—The Housewives' council,
 with headquarters in Portland, has
 been incorporated by Josephine Othus,
 Mrs. E. M. Simonton and Mrs. A. L.
 Morris. Articles were filed in the
 state corporation department here Sat-
 urday. G. C. Frieble, W. C. Palmer
 and Marvin K. Holland have incor-
 porated the Duluth-Oregon Lumber
 company. The capital stock is \$100,
 000 and headquarters will be in Port-
 land.

Salem.—Forest fires in Oregon dur-
 ing the year 1922, not including ter-
 ritory within the boundaries of the
 national forests, covered 178,530 acres,
 according to the annual report just
 completed by Frank Elliott, state fore-
 ster. Standing timber was killed to
 the extent of 222,265 million board
 feet, of which 152,695 million board
 feet may be salvaged. The loss of this
 timber, not including that subject to
 salvage, aggregates \$167,577.

Eugene.—One of the most outstand-
 ing contributions to science yet made
 by a University of Oregon man that
 admits of practical use in the Pacific
 northwest and elsewhere became pub-
 lic Saturday in the announcement that
 O. F. Stafford, head of the university
 chemistry department, has perfected
 a process for utilizing waste wood to
 obtain a superior grade of charcoal
 and wood distillation products used
 in a number of basic industries.

Astoria.—The problem of prevent-
 ing itinerant merchants from crowd-
 ing the city with stocks of goods be-
 fore the local dealers who were burn-
 ed out have an opportunity to estab-
 lish new locations, and at the same
 time make room for any legitimate
 enterprises, faces the city council. As
 a means of solving it an ordinance is
 now in force requiring every person
 or firm desiring to engage in business
 to obtain a license from the city.

The Secret of Being a Convincing Talker

How I Learned It in One Evening.

By GEORGE RAYMOND
 I found that there was a right way and a
 wrong way to present complaints, to give sug-
 gestions, 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 in-
 stead 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 even-
 ing 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 exciting ability that sur-
 prised 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 time on 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 said. After study-
 ing 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-break-
 ing sales during the dull 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 ap-
 pointed Sales Manager at almost twice my
 former salary. I know that there was some-
 thing 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.

Send me the 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.

A SWEET LITTLE BABY BOY

Makes a Bright Spot in Every Home. A Comfort in Years to Come

Park Rapids, Minnesota.—"I have
 taken your medicine—Lydia E. Pink-
 ham's Vegetable Compound—when I
 was a girl for pains and
 before and after
 my marriage. I now
 have a sweet little
 baby boy and will
 send you his picture
 if you wish to publish
 it. My sisters also
 take your medicine
 and find it a great
 help, and I recom-
 mend it to those who
 suffer before their babies are born."
 Mrs. Wm. JOHNSON, Box 155, Park
 Rapids, Minn.

To marry and arrive at middle age
 without children is a great disappoint-
 ment to many women. Think of the joy
 and comfort other women have in their
 children as they grow older.

Lydia E. Pinkham's Vegetable Com-
 pound has helped to bring great happi-
 ness to many families by restoring wo-
 men to health. Often the childless home
 is due to a run down condition of the
 wife, which may be helped by Lydia
 E. Pinkham's Vegetable Compound. It
 brought health and happiness into the
 home of Mrs. Johnson. Why not to
 yours?

Eleven fish frozen in a block of ice
 for six months are swimming in an
 aquarium in a cafe at Tacoma, Wash.
 The block of ice containing the fish
 was kept in a refrigerator room in a
 warehouse near Portland. It was sent
 to that city along with a shipment of
 feed salmon.

Electricity From Fish.
 The electric eel has a powerful gener-
 ating plant. The cells are fewer in
 number than the 400 boasted by the
 ray, but they are larger. The electri-
 city produced by these fishes is the
 same as that generated by batteries.

World's Biggest Paper.
 The largest newspaper in the world
 is to be found in a museum in France,
 although it is of American origin. It
 measures 8 1/2 feet by 6 feet.

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.

Cuticura Talcum
 is Fragrant and Very Healthful
 Sample free of Cuticura Laboratories, Dept.
 X, Malden, Mass. 25c. everywhere.

Are You Satisfied? BEHNKE-WALKER BUSINESS COLLEGE
 is the biggest, most perfectly equipped
 Business Training School in the North-
 west. Fit yourself for a higher position
 with more money. Permanent positions
 assured our Graduates.
 Write for catalog—Fourth and Yamhill
 Portland, N. O. No. 51, 1922