

# 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 1 to 11 p. m. Children  
10 cents all times.

**MEDUSA**  
Waterproofed  
**CEMENT**  
A good place to Eat and Live Well.  
Remarkable 40c luncheon at noon.  
Open 7 a. m. to 1 a. m., 225 Stark St.  
Write for Literature. Sold by A. McMillan & Co.,  
310-350 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 1 a. m., 225 Stark St.

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

**The Stradivari**  
The Phonograph Known for Tone  
Agents wanted. Order direct from factory, 330 East  
Morrison St., Portland, Oregon.  
STRADIVARI 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.  
429-431 Washington Street, Portland, Oregon

**Fur Skins**  
of all kinds  
**TANNED**  
WEBER TANNING CO.  
Portland, Ore., 1710 Macadam Road. Dept. A.  
Write for prices and shipping tags.  
Portland's Pioneer Tannery, Established 1889

**No Commission**  
**Prompt Returns**  
December 28 Market Price for Top Quality  
Otherwise According to Quality  
Dressed Beef, 8c  
Hogs, 13c  
Veal, 13c  
Veal up to 300 lbs., 8c to 10c  
Dressed Lamb, 15c to 20c  
Dressed Mutton, 12c  
We can use live and dressed turkeys,  
geese, ducks, and all kinds of chickens at  
market prices; also hides and pelts.  
**FRANK L. SMITH MEAT CO.**  
"Fighting the Beef Trust"  
New Location  
107 Front Street Portland, Oregon

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

**RHEUMATISM**  
Jack King Cure. Ladies and Gents Exam-  
ination 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

**PATENT ATTORNEY MECHANICAL**  
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.

**ARMSTRONG AUTO RADIATOR CO.**  
If your RADIATOR heats or  
leaks, send it to us.  
87 Burnside street, Portland, Oregon

**DR. CHAS. J. DEAN**  
SEND today for this  
FREE book telling  
about my guaranteed  
non-surgical treat-  
ment for Piles.  
It tells how I have cured  
cases of forty years  
standing.  
MENTION THIS PAPER WHEN WRITING

**INTELLIGENT PRODUCE**  
**MARKETING**  
means higher returns for farm produce.  
Quit old hit or miss plan and try our new  
methods before sending any produce to  
market. Find out when and how to ship.  
Results will surprise you. Our 17  
years' experience is at your service.  
**RUBY & COMPANY, 215 FRONT ST.**  
PORTLAND, ORE.

**INCOME**  
**TAX**  
**PROBLEMS**  
Expert advice on any  
income tax problems.  
Several years' actual  
experience in Govern-  
ment Bureaus is offered  
those unable to visit our  
office. State your troubles briefly and  
send us with \$1 and we will give you our  
best to goodness advice. It will pay you to  
get in touch with us now. E. J. Curtin,  
Room 806 Lewis Bldg., Portland, Oregon.

**ANOTHER VIEW OF MR. DICKENS**  
North American Review Writer As-  
serts That He Was Side-  
Tracked Actor.

Had Dickens lived in the Twentieth  
century, the Frenchman, taking one  
shrewd, amused, infuriatingly perspi-  
cacious look at him, would have an-  
alyzed him on the spot. They would  
have noted his clumsy efforts at play-  
writing, his adoration of Macready, his  
wistful loiterings at the stage door, of  
which the faint, unmistakable aroma  
was ever the breath of his nostrils,  
and his disarming readiness to laugh  
and cry at the most ordinary of per-  
formances in any theater. They would  
have noted his pantomimic gyrations  
when in the throes of composition.  
They would have known that the  
young novelist who walked the night-  
mantled streets of Paris in an agony  
of sympathy for the dying Paul Dom-  
bey was a side-tracked actor, writes  
Alexander Woolcott in the North  
American Review. They would have  
noted his own incongruous capacity

for self pity, his grotesque sensitive-  
ness to the most piddling criticism,  
his comically transparent excuses for  
appearing in amateur dramatics, his  
gallant and undeniably Thespian ap-  
pearance and his flamboyant raiment,  
rings and all, which distressed his se-  
date friends but satisfied something  
within him. They would have noted  
all these things and published in some  
obscure journal an article written to  
demonstrate that Mr. Dickens was suf-  
fering from an exhibition complex.  
This would have maddened him. He  
would have dictated 16 furious letters  
demanding retraction, growing the red-  
der in the face as he paced the floor  
because he would have known that it  
was all quite true. That half-smothered  
desire gnawed at him through all  
the years of his growth until at last it  
found an outlet which brought him  
peace.

**Not Always Helpful.**  
Many a worm has turned, only to  
get itself bruised on the other side.

**MAY BE REMNANT OF LOST TRIBES**  
Descendants of Israelitish Captives  
Carried into Babylonia 26 Centu-  
ries Ago Reach Erivan.

Chicago.—Thirteen families, be-  
lieved to be remnants of the lost tribes  
carried into captivity by Babylonia 26  
centuries ago, have reached Erivan,  
Armenia, according to a cablegram re-  
ceived by the local branch of the Near  
East relief, it was announced. They

fled from Urmia, Persia, going over  
the mountains with ox teams and on  
foot.  
A rabbi, Vanock Stimlin, carried  
with him records which seemed to con-  
nect the Israelite colony at Urmia  
with the lost tribes, according to the  
cablegram.  
Only 47 adults and 33 children out  
of the large number that started made  
the journey safely, the advices said.

# THE MEANEST MAN

By WILL M. MAUPIN

I'VE heard of men so awful mean  
They'd skin a flea for hide and  
tallow;  
Or lick a soup bowl slick and clean,  
No matter if 'twere deep or shallow.  
I've heard of men so mean of heart  
They'd squeeze down hard on ev'ry  
dollar

Until the goddess fell apart  
And was compelled to loudly "holer."  
I've heard of men so mean and "near"  
The thought of wear gave them keen  
twinges,  
And so they climbed the fence for fear  
To swing the gate would wear out  
hinges.

And once I knew a man so mean  
His heart was wont to quickly flutter  
If children at his board were seen  
To use molasses on bread and butter.

But of all men described as mean  
There's one who's worse than all the  
others;  
His heart so small, his soul so lean,  
That all good thoughts be quickly  
smothered.  
He is so mean, and always was,  
That as excuse for never giving  
He says there is no Santa Claus—  
And he's the meanest fellow living.  
(© by Will M. Maupin.)

**Something to**  
**Think About**  
By F. A. WALKER

**HAPPINESS**  
IF YOU would get your full share of  
happiness out of life, you must at  
all times contribute happiness to  
others.

When a little cloud of doubt comes  
between you and your dearest friend,  
or an angry word pops off unexpected-  
ly in a heated argument, haven't with-  
out delay to obliterate it. If you have  
been at fault lose not a moment in  
making an apology.

Do not brood over imagined offenses,  
for it is often that brooding adds fuel  
to a flame which, if left alone, would  
die out of its own accord.

Many lives have been utterly wrecked  
and thousands of hopes blasted by  
bestowing too much thought on petty  
trifles and idle words whose meanings  
had been so warped and twisted that  
they became monstrous offenders, when  
in reality they were mere feather-  
weight nothings.

There is an innate proneness in all  
of us to sail under false colors and to  
misjudge our most intimate friends,  
so we turn our backs upon the bright  
and beautiful, head our frail craft to-  
ward darkness to make love to our  
own ugly souls, while we bestow hate  
upon the fair souls of our intimates.

And while we habitually do these  
absurd things, we become more and  
more estranged and less inclined to  
be reasonable.

Even while we are in these deplora-  
ble humors, Happiness stands smiling  
beside us, but we stubbornly refuse  
to put our arms to embrace her.

And in this manner we become an  
eternal puzzle to ourselves and our  
associates.

Who among the earthly hordes can  
understand the human heart, always  
pretending to seek Content, yet locking  
the door when Content would enter  
and abide in peace?

Preaching one thing and practicing  
another has more to do with the cheer-  
fulness and the gloom of the world  
than most of us suspect, yet many of  
us, wittingly or ignorantly, continue to  
pursue the folly without pausing to  
consider the result.

After all, happiness is not far away,  
but within our own doubting hearts,  
and if we bemoan its loss with sin-  
cerity, all we have to do to reclaim it  
is to sacrifice pique and pride, and  
pay court to it like a passionate lover.  
(© 1922, by McClure Newspaper Syndicate.)

**Has Anyone Laughed**  
**At You**  
**Because —**  
By ETHEL R. FRYER

You often take taxi? Hasn't  
the laughter at home often  
turned into a bit of a lecture on  
your extravagance? Haven't  
your friends thought you were  
often a bit of a high-flyer?  
There is a chance, of course,  
that you are extravagant and  
that you aim too high. Yet the  
taxi often saves money rather  
than wastes it. For example, sup-  
pose you have a new suit and  
hat on and you have been  
standing in the rain, a taxi be-  
fore your soaking would have  
not only saved the cost of press-  
ing your clothes, but would have  
saved the bloom and wear and  
tear on them. Suppose you are  
in a great hurry on a busy day,  
and a taxi will let you reach  
your appointment rested and  
mentally fit and make your doc-  
tor's bills less in the future by  
saving you from a break-down,  
which often puts a dollar-saver  
in the sanitarium.

**80**  
Your Get-away here is:  
Here is a case where you have  
to believe you are right and  
then "go to it." If you honest-  
ly don't think you are right, be  
glad of the laughter which  
brought you to your senses.  
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# 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 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 bul-  
letin board, telling about Jordan's good for-  
tune.

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 warm-  
ly, 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.

From that time 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 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 noth-  
ing 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.

**Kindness and Light.**  
Give us to awake with smiles, give  
us to labor smiling. As the sun lightens  
the world, so let our loving kind-  
ness make bright this house of our  
habitation.—Robert Louis Stevenson.

**The Cuticura Toilet Trio**  
Having cleared your skin keep it clear  
by making Cuticura your every-day  
toilet preparations. The soap to cleanse  
and purify, the Ointment to soothe and  
heal, the Talcum to powder and per-  
fume. No toilet table is complete  
without them. 25c everywhere.—Adv.

**Death sentences of 11 non-commis-**  
**sioned officers of the Philippine con-**  
**stabulary were commuted to life im-**  
**prisonment and life sentences of 66**  
**privates were commuted to 17 years'**  
**imprisonment by Leonard Wood, gov-**  
**ernor-general of the Philippines. The**  
**sentences grew out of the riots of**  
**December 15, 1920, between the Phi-**  
**lippine constabulary and the native**  
**police, during which four Americans**  
**and seven Filipinos were killed.**

**His Two Best Friends.**  
See this last and this hammer (said  
the poor cobbler); that last and that  
hammer are the best two friends I  
have in the world. Nobody else will  
be my friend because I want a friend.  
—Oliver Goldsmith.

**Airplane Fought Caterpillars.**  
A plague of caterpillars, near Seven-  
oaks, England, was exterminated by  
scattering insecticide from an air-  
plane.

**The Cat in Olden Times.**  
Cats are supposed to have been first  
domesticated by the Egyptians; but  
the Greeks and Romans do not seem  
to have cared much for them.

**Color No Object.**  
Wanted—Girl for light housework,  
no washing, no objection to green or  
colored girl.—Classified Ad in the  
Hartford Times.

**Varieties of Instruction.**  
Wise men are instructed by reason;  
men of less understanding by experi-  
ence; the beasts by nature.—Cicero.

**Blue as Mourning Color.**  
In Turkey, Syria and Armenia the  
women wear garments of celestial blue  
as an emblem of mourning.

**Will Determine Action.**  
No action will be considered as  
blameless unless the will was so, for  
by the will the act was directed.

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# DAUGHTER HAD TO HELP MOTHER

Now Can Do All Her Housework  
Alone Because Lydia E. Pinkham's  
Vegetable Compound Helped Her

Jasper, Minn. — "I saw in the paper  
about Lydia E. Pinkham's Vegetable  
Compound and I bought it because I was hav-  
ing such pains in my  
stomach and through  
my back that I could  
not do my work. I  
had tried other medi-  
cines, but none did  
me the good that  
your Vegetable Com-  
pound did. Now I am  
able to do all my  
work alone while be-  
fore I had my daugh-  
ter staying at home to do it. I have  
told a number of friends what it has  
done for me and give you permission to  
use my letter as a testimonial."—Mrs.  
JESSE PETERSEN, Route 1, Jasper, Minn.

There is no better reason for your try-  
ing Lydia E. Pinkham's Vegetable Com-  
pound than this—it has helped other  
women. So if you suffer from displace-  
ments, irregularities, backache, nerv-  
ousness or are passing through the  
Change of Life remember this splendid  
medicine. What it did for Mrs. Peter-  
sen it may do for you.

The Vegetable Compound stands upon  
a foundation of nearly fifty years of  
service.

**Rain-Marked Windows.**  
When rain spots a newly cleaned  
window the trouble can be remedied  
by using oil. Rub the window with a  
soft cloth moistened with a little par-  
affin. After a while polish off with a  
cloth or chamois leather.

**Happy Mistake.**  
An item in a young wife's house-  
hold account reads: "Hootmeal, 15  
cents." Evidently the Scotch kind.—  
Boston Transcript.

**Cottages Built for Luck.**  
In remote parts of England are still  
to be seen cottages with sloping walls.  
They were built slightly out of the  
true because of a curious superstition  
that if a house was built exactly  
square it was bound to collapse.

**Cuticura Soap**  
**'Complexions**  
**Are Healthy**  
Keep Ointment, Talcum, etc. everywhere. For sale in  
all drug stores. Cuticura Laboratories, Dept. E, Malden, Mass.

**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 Tenth,  
Portland

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

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