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

MEDUSA will make Silos, Granaries, Basements, etc., Waterproof, Rotproof, Ratproof and Fireproof.
Medusa Waterproofed White Portland Cement is the best for Stucco Plaster on outside for Bungalows—Does not stain and dirt can be hoisted off.
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BAB'S RESTAURANT A good place to Eat and Live Well. Remarkable 40c luncheon at noon. Open 7 a. m. to 2 a. m., 364 Yamhill St.

PORTLAND HIDE & WOOL CO. We Pay Highest Prices for HIDES, PELTS, WOOL, MOHAIR, CASCARA BARK.
145 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 Write us for prices and market conditions on Veal, Hogs, Poultry, Fruits, Potatoes, Onions, etc. Forty Years in the Same Location.
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KIMBALL Pianos and Phonographs sold on installment plan.
McCORMICK MUSIC CO. Oregon Distributors
429-431 Washington Street, Portland, Oregon

MULTNOMAH BATTERIES Guaranteed for one year. Send no money. We ship by Express C. O. D.
\$18.00—Ford, Chevrolet, 490, etc.
\$22.50—Hudson, Oldsmobile, etc.
\$25.00—Dodge, Franklin, etc.

GOULD BATTERY & SERVICE CO. State Distributors of Gould Batteries
Corner 10th and Flinders Sts. Portland, Oregon.

WE WANT Light Veal, Large Veal, Dressed Steers, Dressed Cows, Dressed Hogs, Yearling Beef, Light Block Hogs, Heavy Hogs, Dressed Mutton, Dressed Lambs, Live Heavy Hens, Dressed Heavy Hens, Live Light Hens, Dressed Medium Hens, Live Medium Hens, Dressed Light Hens, Live Turkeys, Dressed Turkeys, Live Geese, Dressed Geese, Live Ducks, Dressed Ducks, Eggs, Butter, Potatoes, Honey, Hides, Pelts.
January 19, 1923
Immediate Returns Free Refrigeration No Commission
FRANK L. SMITH MEAT CO.
"Fighting the Best Trust"
New Location
107 Front Street Portland, Oregon
Ship any hour, any day. Open all day Saturday; 10 to 12 on Sunday.

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

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

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

PILES SEND today for this FREE book telling about my guaranteed non-surgical treatment for Piles.
It tells how I have cured cases of forty years standing.
DR. CHAS. J. DEAN
2ND AND NORTHERN PORTLAND, OREGON
MENTION THIS PAPER WHEN WRITING

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

NELSON TRACTORS New \$2,000.00
\$350.00
315 Belmont Street, Portland, Ore.

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

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

Papeete, 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.

Mrs. Rex Ingram



Mrs. Rex Ingram, better known as Alice Terry, the "movie" star, is regarded as one of the most beautiful women in pictures. She is rather above medium height; her skin is like silken damask, tinted with rose pink. Her face is of the sort that painters and sculptors are reputed to go mad about. Her charming oval face, her mass of spun gold hair, eyes of ravishing blue, a nose of Grecian contour and a mouth that suggests nothing if not crushed cherries, is the description of the artist whose most recent picture is here shown.

"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 food

EVANGELINE

THE very essence of poetry is captured and held imprisoned in the name Evangeline. The legend of that beautiful and unhappy maiden whose fateful wanderings were immortalized by Longfellow surrounds the name with romance and charm beyond all other feminine names.
Evangeline is derived from the Greek and signifies angel-like. It also has the translation "happy messenger," since it comes from the Greek word meaning well, happy, combined with another word meaning moving; the whole forming Evangelus, bearer of good tidings. The term applied originally to a shepherd who brought to Ephesus the tidings of a quarry of beautiful marble for the building of the temple that was the glory of the city and of Asia. Adorned with heroic honors as he was, the title must have seemed to the Ephesian Christians to fit those spiritual shepherds who brought the best of tidings and Evangelists became the term for preachers.
Evangalista was an old Italian name and Longfellow seemed to have borrowed it and invented his Evangeline purely for use in his poem. It is from his adoption that all the American Evangelines are derived, so it may perhaps be called the purest American feminine name which we have. Certainly Longfellow has described an ideal American girl:

"Fair was she to behold, that maiden of seventeen summers,
Black were her eyes as the berry that grows on the thorn by the wayside,
Black, yet how softly they gleamed beneath the brown shade of her tresses,
Sweet was her breath as the breath of the kine that feed in the meadows,
When in the harvest heat she bore to the reapers at noon-tide,
Flagon of home-brewed ale. Ah, fair in sooth was the maiden.
When she had passed it seemed like the ceasing of exquisite music."

Evangeline's talismanic gem is the ruby, that warm pulsing stone which is said to be an elixir of great potency for the wearer. Its medicinal qualities were held in great esteem by the ancients and from it the potion known as "ruby elixir" is said to have arisen. To dream of a ruby signifies unexpected guests. The lily, denoting purity, is Evangeline's flower. Tuesday is her lucky day and three her talismanic number.
(© by the Wheeler Syndicate, Inc.)

Reasonable.
Mistress—I am very well satisfied with you, Annie, and am going to let you off every Sunday afternoon instead of every other.
Maid—But, ma'am, then I'll have to ask you for more money to have a better time on.

A LINE O' CHEER
By John Kendrick Bangs.

A GLORIOUS THOUGHT
I HAVE a thought that takes me through
A deal of bleak and stormy weather;
There is no scene so black with rue
That will not find the skies all blue.
No task too great for me to do,
When God and I meet it together!
(© by McClure Newspaper Syndicate.)

STATE NEWS IN BRIEF.

Oakland.—Mr. and Mrs. N. C. Walcott of this city celebrated their golden wedding anniversary here Tuesday, January 16, all of their children being present for a family reunion.

Salem.—At a meeting of delegates from practically all of the loganberry districts in the Willamette valley held here Saturday it was voted to form a permanent organization for the promotion of the berry industry.

Pendleton.—Pendleton ex-service men of all wars have joined hands to fit up a common clubroom and meeting place and have obtained from the city council a large hall. A public dance will be held to raise money.

Eugene.—A modern three-room school building will be erected this year at Leaburg, 25 miles from Eugene on the McKenzie river, according to E. J. Moore, county school superintendent, who attended a meeting of the voters of the district Saturday.

Hood River.—The Hood River County Pomona grange has forwarded to the county's legislative delegation letters urging opposition to the proposals of an amendment to the market road law which would permit the use of market road funds on state trunk highways.

Dallas.—An attempt was made some time Friday night to rob the safe at the Southern Pacific railway station in this city. The combination knob was broken off the safe, but the robbers failed to open the safe. The work was believed to have been that of amateurs.

Salem.—The orphan situation in Oregon, as it relates to the farm home established about a year ago near Corvallis by the Women's Christian Temperance union of Oregon, was explained in detail at a mass meeting held in the First Methodist Episcopal church Sunday.

Medford.—There are 9 feet and 7 inches of snow at Crater lake, according to a telephone message received by Superintendent Sparrow Saturday from Pete Ord, the ranger stationed in Crater national park. This is two feet more than the depth of snow at the lake at this time last year.

Salem.—The stock of the Oregon state library consists of 198,101 volumes, exclusive of periodicals and uncatalogued books, which number more than 10,000 according to the biennial report prepared by Miss Cornelia Marvin, state librarian. The report will be filed with the governor this week.

Hillsboro.—Much of the time during the present week has been devoted to "road districting" by the county court. Several changes have been made. One new district was created, No. 63, adjoining Hillsboro on the east. It lies between Newton and Orengo and Hillsboro and Orengo. The supervisor has not as yet been named.

Eugene.—The Holstein cattle breeders of Lane county will hold a big meeting at Arp's dairy, six miles north of Eugene on the Pacific highway, February 14, when the breeders of Benton and Linn counties will be invited to discuss problems. Professor K. C. Jones of the Oregon Agricultural college will speak on breeding.

Roseburg.—Failure to receive a satisfactory offer caused the county court to reject all bids on the \$35,000 road bond issue offered for sale Saturday. The bonds were authorized in 1917 and bear only 4 1/2 per cent interest. All of the bids were below par with the exception of one, in which, however, a discount was demanded.

Hood River.—Within the next 10 days the Hood River creamery will move into its new \$10,000 concrete home. The structure is 50x100 feet, and is being equipped with modern machinery. An ice-making tank will enable the plant to turn out two tons daily. A 10-ton refrigerating machine driven by a 15-ton electric motor has been installed.

Eugene.—A new sawmill of 40,000 feet daily capacity will be built at once at Nekoma on the Coos bay branch of the Southern Pacific, according to announcement Saturday of H. E. Poe, timber operator of this city, who returned to Eugene yesterday from a trip to San Francisco, where he interested several residents of that city in the enterprise.

Prineville.—Between 15 and 25 men are engaged in the construction work on the new \$110,000 hotel—the Cornett building and the postoffice, according to John Hedstrom, contractor, who has returned from Portland after an absence of several weeks. Construction was suspended about a month ago during the extremely cold weather, which is said to have done no damage to the structures.

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 had 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 Simpson 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 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 planned through the entire course, 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 that funny way of answering questions I learned how and when to use humor with telling effect."
"But perhaps the most wonderful thing about the lesson was 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. Instead of that funny way of answering a wrong way to present complaints to give satisfaction, and to issue orders."
"I picked up some wonderful pointers about how to win my opinions, about how to answer complaints, about how to ask the bank for a loan, about how to ask for extensions. Another

Wallis Wallis, Wash. Jan. 1, 1923.
American Newspaper Ass'n., Portland, Ore.
Gentlemen:
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. H. MONTAGUE,
534 Catherine St.

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.

Skin Troubles
Soothed
With Cuticura
Soap, Ointment, Talcum, etc. everywhere. Sample Free of Cuticura Laboratories, Dept. E, Malden, Mass.

Ghosts in Parliament House.
The ghost of Guy Fawkes is not the only spook of the British house of commons. The most famous, as well as the most sinister ghost of St. Stephens is the one called after Big Ben. It is certainly the best authenticated parliamentary specter, and it is said that on the day following each of its appearances a member of the royal family has died.

Don't Forget Cuticura Talcum
When adding to your toilet requisites. An exquisitely scented face, skin, baby and dusting powder and perfume, rendering other perfumes superfluous. You may rely on it because one of the Cuticura Trio (Soap, Ointment and Talcum). 25c each everywhere.—Adv.

Indirect Sight.
His Wife—"It's a shame that big fat woman had to take the seat directly in front of you. You're missing the whole show." Mr. Littleton—"No, not all of it. She's reading all the titles aloud."—Buffalo Express.

Originally From Holy Land.
Hollyhock is the garden mallow (Anglo-Saxon hoc, mallow). It is called hollyhock, or hollyhook, from the Holy land, where it is indigenous.

Birds With Copper Feathers.
In the bird house up at the north end of the Zoological park in New York is a cage of touracos, an African bird of brilliantly colored plumage. In the wings is a dash of red, and we are told by the placard that the peculiar thing about the color is that it is caused by the presence of 7 per cent of copper.—Engineering and Mining Journal-Press.

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

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

Red Cross BALL BLUE
is needed in every department of house-keeping. Equally good for towels, table linen, sheets and pillow cases.

Are You Satisfied? REINKE-WALKER WELLS is the biggest, most perfectly equipped Business Training School in the Northwest. Fit yourself for a higher position more money. Permanent positions assured our Graduates.
Write for catalog—Fourth and Yamhill Portland
P. N. U. No. 4, 1923

SPENT HALF HER TIME IN BED

Farmer's Wife Tells How Lydia E. Pinkham's Vegetable Compound Made Her a Well Woman



Carter's 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. L. GALLOWAY, Carter's 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.